

On stream  
On time  
with Capper-Neill  
On site



# FINANCIAL TIMES

No. 27,238

Monday April 4 1977

\*\*\*12p

CONTINENTAL SELLING PRICES: AUSTRIA Sch.15; BELGIUM Fr.25; DENMARK Kr.3.5; FRANCE Fr.3.0; GERMANY DM2.0; ITALY L.500; NETHERLANDS Fr.2.4; NORWAY Kr.3.5; PORTUGAL Esc.25; SPAIN Pes.40; SWEDEN Kr.3.25; SWITZERLAND Fr.2.0; EIRE 12p

for  
ring HE  
steel  
samson  
coinbrook 3131

## NEWS SUMMARY

### GENERAL

## Strike cripples London airport

British Airways has cancelled all U.K. and European flights from London's Heathrow Airport to-day because of unofficial industrial action by 4,000 engineering workers there. Nine out of 25 intercontinental flights have also been cancelled.

The disruption, costing £3m a day, affected 10,000 passengers yesterday and caused the cancellation of 130 U.K. and European flights. Shuttle services to Glasgow and Edinburgh have been grounded.

Shop stewards of the Amalgamated Union of Engineering Workers are to meet to-day. A mass meeting has been called for the afternoon.

The engineers' action is in support of a shift pay claim. They have decided to turn up for work during the day, but are refusing to work the night shift. However, they have been warned that those who do not normally work the day shift will be sent home without pay.

### Leyland issue

The dispute threatens to drag on because, behind the shift claim, is the engineers' insistence on separate bargaining rights. They have challenged the AUEW as did 3,000 British Leyland toolmakers over the issue of separate pay bargaining.

### Mozambique, Soviets sign 20 year treaty

In a clear warning to South Africa and Rhodesia, the Soviet Union and Mozambique announced in a 20-year Treaty of Friendship released in Moscow and Maputo that they will co-ordinate their military response closely and strengthen their defence capacities to meet any fresh crises in southern Africa. Leaders of the five front-line African States met in Mozambique yesterday to discuss the Treaty and review other aspects of the visits of Presidents Podgorny and Castro. Earlier story, Page 4

### Petrol tax rise likely to go

Mr Dennis Healey's controversial £300m. tax increase on petrol appears certain to be removed within the next few months because of political and trade union opposition. The Liberals will not vote against the Government's Budget resolution in the Commons to-night, but are determined to oppose it during the committee stage of the Finance Bill. Back Page

### 70 tanks out in Multan

The civil disobedience movement launched by the Opposition Pakistan National Alliance gathered momentum. In Multan the Army stationed up to 70 tanks at key points. In Rawalpindi, journalists and other newspaper workers said they would observe a token strike to-morrow. Many other demonstrations are planned.

### Geisel row

The Opposition Brazilian Democratic Movement (MDP) has accused President Geisel of using last week's confrontation in Congress, after which the President took its powers, as an excuse to force through constitutional changes. Editorial Comment, Page 12

**Briefly . . .**

Vineount Badilfe, former Lord of Appeal, died on Saturday at his home in Warwick. He was 78. Obituary, Page 30

Mr. Stane Dolane, general secretary of the Yugoslav League of Communists, arrived in London at the invitation of the Labour Party.

A tornado which struck two areas of Bedfordshire caused more than 600 deaths.

Red Rum, winner of three Grand Nationals, is to be prepared for next year's Aintree classic, trainer Don McCain said. Aintree superstar and to-day's racing, Page 2

### BUSINESS

## Industrial investment prospects improve

THE CHANCELLOR'S Budget proposal to reduce the incentive for medium and middle management has been given a qualified welcome by industry, but most businessmen consider that Mr. Healey did not go far enough. The most encouraging feature in the latest FT Survey of business opinion is that there is now a firm prospect of a real increase in industrial investment in the next 12 months. Back and Page 31

• TECHNICAL DEVELOPMENT Capital, the venture side of the Finance for Industry (FCF) group, has approached seven large companies with proposals to continue innovative projects that might otherwise be dropped, possibly by transferring them to new small operations. The source companies would receive shares in the new businesses, while TDC would provide finance for the first 18 months of exploitation. Back Page

• SINGAPORE AUTHORITIES are expected to appeal this week to the Divisional Court against the decision in January by the Chief Metropolitan Magistrate to dismiss their extradition request for Mr. Jim Slater. The founder and former chairman of Slater Walker Securities would face charges in Singapore in connection with Haw Par Brothers International and Synder Securities, a private Hong Kong dealing company. Back Page

• NATIONAL FREIGHT Corporation companies are to raise haulage charges by between 7.5 and 12 per cent. in the next few weeks, and there will be a further round of steep increases in the autumn. Back Page

• CONSTRUCTION UNION leader will tell the Prime Minister this evening that the building and civil engineering industries are in danger of being run down to such an extent that they will be unable to assist in the industrial recovery for which the Government is planning. Page 30

• BRITISH STEEL warned that it could lose up to 10 per cent. of stainless steel production if conservationists succeeded in blocking the development of the Windscale nuclear processing plant. Page 7. The corporation has completed the shut-down of its biggest plant—Port Talbot, South Wales—because of a strike by 560 electricians over pay differentials. Page 30

• EUROPEAN LABOUR Movement meeting in Oslo, has called on Western European Governments to make full employment the primary aim of their economic policies. This runs counter to the views of Chancellor Schmidt of West Germany, who urged that an economic policy which would add to world inflation should be resisted.

• ITALY must apply drastic stabilisation policies if it is to avoid being caught in a spiral of domestic inflation and a depreciating currency, according to the Organisation for Economic Co-operation and Development. Page 4

• Pilkington Brothers claims, in the light of the acquisition of the South Wales business of British American Optical, that it has been unfairly treated by the Office of Fair Trading. Page 7

• MARATHON OIL has bought a bigger share in the Brae Field and two nearby North Sea blocks in a deal with Sibens Oil and Gas (U.K.). Page 7

• RAKIN LEISURE Services is to operate the Al Nas leisure centre, a £7m. complex due to open in Dubai next year. Page 7

• GREATER LONDON, Liverpool, Birmingham, Manchester and Westminster are among London's campaign to secure the capital gains exemption for local authority stock issues that applies to gilts. Page 7

### FEATURES

Treasury and its critics ..... 12  
Grass roots of the TUC ..... 25  
Tax boost for export earners ..... 11

Dubai ..... 13-24

### ON OTHER PAGES

Appointments ..... 39  
Appointments Advt. ..... 3  
Arts ..... 20  
Building News ..... 20  
Businessman's Diary ..... 26  
Commemorations ..... 22  
Entertainment Guide ..... 22  
Exec. & office Wld. ..... 22  
Financial Diary ..... 28  
Home News ..... 1, 24

For latest Share Index phone 01-246 8026

### DIFFICULTIES LOOMING FOR PHASE THREE

## Left-wing unionists campaign for free wage bargaining

BY ARTHUR SMITH, MIDLANDS CORRESPONDENT

About 1,700 trade unionists claiming to represent a wide range of British industry voted in Birmingham yesterday to mount a campaign for a complete return to free collective bargaining from August 1.

A day of action, including a Labour Government, I am not sure to review progress and token strikes and a mass lobby prepared to continue to support public which harm those I represent should be reconvened.

Delegates from 19 unions from all parts of Britain attended the Left-wing backed conference convened by the unofficial, but powerful British Leyland shop stewards combine. The unofficial movement seeks to mobilise rank and file opinion against any possible deal on incomes policy between the TUC and the Government.

Mr. Bob Wright, the Left-wing candidate in the elections for a new president of the Amalgamated Union of Engineering Workers, told delegates they represented "the heart of the trade union movement." He warned that any quick deal between the TUC and the Government "could split the trade union movement right down the middle."

Mr. Arthur Scargill, attending as a representative of 65,000 Yorkshire miners, declared that the National Union of Miners had had enough of pay restraint. If there was a failure by trade union leaders to respond "ordinary working people will destroy the social contract and restore free collective bargaining."

He said it was a "certainty" that Leyland plants would strike with "pretty widespread" stoppages at other outside factories.

After the lobby of Parliament, the Leyland stewards would

campaign is crucial as doubts are increasing within the trade union leadership about whether it will be possible to gain support for another round of pay restraint, however flexible.

Support for the day of action was pledged by delegates from a range of companies, including Mr. Syd Harrold, a leading convenor at Fords. The 20,000 workers at Leyland's Longbridge car plant have already voted to strike and other plants are expected to follow the lead.

Mr. Phil Higgins, a Communist convener from Rolls-Royce, said 30,000 workers at the Parkside plant, Coventry, would stage a token strike and he hoped it would be possible to mount a major demonstration in the city.

Our Labour Correspondent writes: Although predictable in outcome yesterday's rally of the Left comes as another reminder both to trade union leaders and to the Government that maximum flexibility will be needed if another round of wage restraint is to stick to the shop-floor.

It marks the culmination of a shop stewards' campaign in which British Leyland stewards have been prominent over many months, to bring the social contract to a sudden end.

MOVES at yesterday's conference for more militant action to seek a return to free collective bargaining were headed off by Mr. Derek Robinson, the Communist chairman of the Leyland stewards' combine, stressed the need to secure broad-based support for the campaign.

He said it was a "certainty" that Leyland plants would strike with "pretty widespread" stoppages at other outside factories.

After the lobby of Parliament, the Leyland stewards would

## Power engineers threaten action

By Christian Tyler

ENGINEERS who control the switches in the electricity supply industry will be asked by their union leaders tomorrow to authorise industrial action if no next pay policy does not allow wage rises to keep up for the fall in their living standards this year.

Correspondents travelling on the Secretary of State's party, which returned here last night, report that some senior officials have conceded privately that they may seriously have this mood in Moscow.

They are also said to be concerned that the publicity which was given to the proposals before the party left Washington might have inadvertently made the Russians feel boxed in.

THE national executive committee of the white-collar Electrical Power Engineers' Association has tabled a tough resolution for the union's conference in York this weekend.

The association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

Their resolution says another round of incomes policy is desirable if excessive inflation and further unemployment are to be avoided. But the terms set out are further evidence that even moderate unions are looking for a cost-of-living linked pay rise—about 13 per cent. by the end of the year on the Chancellor's forecast—not the total earnings increase of 10 per cent. or less being sought by the Government.

As the TUC-Government social contract comes under further pressure in the wake of a Budget condemned by many unions, Conservative leaders at the weekend seem to have the necessity of another round of restraint.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

THE association's leaders are already saying privately that a pay rise of 12 or 13 per cent.

will be necessary by the time their members' wage agreement expires at the end of next January.

LOMBARD

# Bending the tax system

BY GEOFFREY OWEN

THERE IS something strange justified by work actually done about a tax system which provides a special concession to one group of employees, because they happen to spend 30 days of the year overseas, and denies it to others whose work, though confined to the U.K., may be at least as onerous and disruptive to family life. Perhaps one should accept that taxation has nothing to do with commonsense or fairness, but is simply a hotchpotch of administrative and political compromises; if one set of people does well out of it, or at any rate less badly, good luck to them. Nevertheless, the Chancellor's act of generosity to overseas travellers does make one wonder where we have got to with our tax arrangements.

## Discomfort

No one would deny that export salesmen suffer a great deal when they struggle round the backwoods of West Africa or the Middle East trying to sell their Land Rovers or their washing machines. They will often experience discomfort and danger to a degree which is spared the company chairman, flying in first-class luxury to Rome or Johannesburg and cocooned in air-conditioned offices and smoothly-running limousines during his stay. Yet the chairman's present deduction is worth a good deal more to him, in net terms, than that of his junior colleague. Meanwhile the U.K. salesman, desperately trying to beat off imports and spending many weeks away from home in an effort to sell British-made goods, is left out in the cold.

What makes the concession even odder is that is the people who should now be warmly thanked by export salesmen, company chairmen and all other than Lord Duncan-Sands, Mr. Tiny Rowland and their colleagues on the Board of Lonrho. For it was the publicity given to their Cayman Islands payments which led to the drastic change in the treatment of overseas earnings in the 1974 Finance Bill.

Because of high marginal tax rates, an increasing number of companies had been arranging for their senior executives to receive part of their remuneration overseas, usually by having separate contracts with one or more overseas subsidiaries; they were taxed only on the amount remitted to the U.K. which meant that, if they were careful, they paid no tax on that part of their earnings. Although in some cases the payments could be

justified by work actually done on the overseas company's behalf, the system was subject to abuse. After the "unacceptable fate of capitalism" had appeared in the remittance basis of taxation was abolished and all overseas earnings became liable in U.K. taxation subject to a 25 per cent deduction.

It was still necessary to have a separate contract of employment and this effectively ruled out most middle and junior-level employees from the concession; their employers could in theory have provided them with separate contracts, but either this was not feasible or the need for it was not realised. But the administration of the 1974 rule was unsatisfactory in several respects, not least to the Inland Revenue, and it had to be changed. There were difficulties about defining overseas employment and about expenses incurred in travelling to the overseas location and living there.

What seems to have happened is that, in studying ways of correcting the 1974 ruling, the Government saw the possibility of helping the "sharp end" exporters who had not benefited from the previous arrangements. The first suggestion was to withdraw the need for an overseas contract but to insist on 30 days' continuous overseas service. The final decision, to everyone's surprise, was to accept a total of 30 days as qualifying for the 25 per cent deduction, even if it consisted of 15 two-day trips.

## Unfairness

The Act conferred no power on the Director. He was given an exclusive jurisdiction in any case of prosecution, and the theoretical right of the private citizen to prosecute was expressly preserved.

The significant aspect of the Director's duty was that he performed his task under the "superintendence" of the Attorney-General, who has ever since been answerable to Parliament for the Director's actions or inactions.

Throughout the years this line of responsibility has been fraught with problems as more and more criminal prosecutions took on a political tinge. Indeed it was a scandal of major proportions at the end of the last century that led in 1908 to the setting up of a separate department with no direct Government links other than to the Attorney-General, who has ever since been answerable to Parliament for the Director's actions or inactions.

The development of the Department thus began only 70 years ago. Since then the work has grown out of all proportion. Today the Director stands at the apex of the criminal prosecution system without the overall power to control the country's prosecution policies.

That remains still to a very large extent in the hands of chief officers of police.

Parliament in the 1908 Act

granted the Director special powers or immuniti-

ty to act in relation to the judgment.

## THE WEEK IN THE COURTS

# A man with appropriate legal background

BY JUSTINIAN

IT IS appropriate that solely in an advisory capacity to the next Director of Public Prosecutions, Mr. T. C. Hetherington, should come from the Government legal service and in particular be currently holding the office of Deputy Treasury Solicitor.

The appointment also reflects the urgent need for reorganisation of the Department of Public Prosecutions.

Before 1970, when the office of Director of Public Prosecutions was established, only cases of exceptional difficulty or of great public importance were reported by the chief officer of police for the relevant police force to the Home Office, as the Government department responsible for seeing that local authorities carried out their duties of administering law and order.

The Home Office either advised the chief officer what to do or instructed the Treasury Solicitor to undertake the prosecution. Under the Prosecution of Offences Act 1879 an officer called the Director of Public Prosecutions was created, whose duty was to undertake or carry on criminal proceedings as might from time to time be prescribed by regulations made under the Act. He was also to be available to advise and assist the police and others concerned in criminal prosecutions.

## Answerable

The Act conferred no power on the Director. He was given an exclusive jurisdiction in any case of prosecution, and the theoretical right of the private citizen to prosecute was expressly preserved.

The significant aspect of the Director's duty was that he performed his task under the "superintendence" of the Attorney-General, who has ever since been answerable to Parliament for the Director's actions or inactions.

Throughout the years this line of responsibility has been fraught with problems as more and more criminal prosecutions took on a political tinge. Indeed it was a scandal of major proportions at the end of the last century that led in 1908 to the setting up of a separate department with no direct Government links other than to the Attorney-General, who has ever since been answerable to Parliament for the Director's actions or inactions.

The development of the Department thus began only 70 years ago. Since then the work has grown out of all proportion. Today the Director stands at the apex of the criminal prosecution system without the overall power to control the country's prosecution policies.

That remains still to a very

large extent in the hands of chief officers of police.

Parliament in the 1908 Act

granted the Director special powers or immuniti-

ty to act in relation to the judgment.

The House of Commons

and the House of Lords

have agreed to accept the

recommendation of the

Committee of Enquiry

that the new Director

should be answerable to

the Attorney-General.

That is a sensible

compromise, but it is

not a perfect one.

It is appropriate that

solely in an advisory capacity

to the new Director

should come from the

Government legal service

and in particular be

currently holding the

office of Deputy Treasury

Solicitor.

It is appropriate that

solely in an advisory capacity

to the new Director

should come from the

Government legal service

and in particular be

currently holding the

office of Deputy Treasury

Solicitor.

It is appropriate that

solely in an advisory capacity

to the new Director

should come from the

Government legal service

and in particular be

currently holding the

office of Deputy Treasury

Solicitor.

It is appropriate that

solely in an advisory capacity

to the new Director

should come from the

Government legal service

and in particular be

currently holding the

office of Deputy Treasury

Solicitor.

It is appropriate that

solely in an advisory capacity

to the new Director

should come from the

Government legal service

and in particular be

currently holding the

office of Deputy Treasury

Solicitor.

It is appropriate that

solely in an advisory capacity

to the new Director

should come from the

Government legal service

and in particular be

currently holding the

office of Deputy Treasury

Solicitor.

It is appropriate that

solely in an advisory capacity

to the new Director

should come from the

Government legal service

and in particular be

currently holding the

office of Deputy Treasury

Solicitor.

It is appropriate that

solely in an advisory capacity

to the new Director

should come from the

Government legal service

and in particular be

currently holding the

office of Deputy Treasury

Solicitor.

It is appropriate that

solely in an advisory capacity

to the new Director

should come from the

Government legal service

and in particular be

currently holding the

office of Deputy Treasury

Solicitor.

It is appropriate that

solely in an advisory capacity

to the new Director

should come from the

Government legal service

and in particular be

currently holding the

office of Deputy Treasury

Solicitor.

It is appropriate that

solely in an advisory capacity

to the new Director

should come from the

Government legal service

and in particular be

currently holding the

office of Deputy Treasury

Solicitor.

It is appropriate that

solely in an advisory capacity

to the new Director

should come from the

Government legal service

and in particular be

currently holding the

office of Deputy Treasury

Solicitor.

It is appropriate that

solely in an advisory capacity

to the new Director

should come from the

Government legal service

and in particular be

currently holding the

office of Deputy Treasury

Solicitor.

It is appropriate that



You don't know  
Arabia and the Gulf...

**Arabia  
AND THE GULF**

Lebanon with... until you've  
read it.

The first authoritative weekly review devoted entirely to Middle Eastern political and economic affairs, uncoloured by political or national affiliations.

Available from April 4 by subscription only.

Complete and post the coupon now and take advantage of the special launch subscription offer.

To Arabia and the Gulf, Portico Publications (UK) Ltd.  
FREEPOST, 84 Fetter Lane, London EC4A 1EQ.

Please send me a subscription application form for Arabia and the Gulf, detailing the special launch offer.

Name \_\_\_\_\_  
Address \_\_\_\_\_

FTN

## "Swift" Industrial Complex

(Argentine Republic)

### Judicial International Bids

In full operation, the unit comprises: a) Packing house in Puerto La Plata, Buenos Aires; b) Packing house including vegetable oil mill and dairy products factory, in Villa Gob. Galvez, near Rosario, Santa Fe; c) Commercial organization: Abroad: Brands of worldwide reputation, international customers, and export potential of dollars US \$90,000,000 yearly. Locals: 12 branches and 100 units, US \$50,000,000 yearly. Slaughtering capacity: 60,000 head monthly. Plants have the approval of sanitary services from all importing countries. The most modern research and development laboratory in Latin America. Self-supply of cistern containers: 1,500,000 daily. Private wharves. Upset price: 12,000,000,000 pesos Argentine currency (dollar US \$36,000,000 at February 16 1977). Payment: 30% cash, remainder 14 half-yearly periods, readjustable basis, monetary depreciation and 6% interest per annum. Opening of bids: March 15 1977. Closing May 20 1977. Presentation of offers: May 18 to 20 1977. Bidding conditions: dollars US \$1,500.00.

Information at: Argentine Embassy, 111 Cadogan Gardens, London SW3 2RQ. Tel. 01-730 4388.

Swift's UK Representative, A. B. Barrio, Chesham House, 150 Regent St., LONDON W1R 5FA. Tel. 01-734 5351.

## PLANT & MACHINERY SALES

Description	Price	Telephone
TWO VARIABLE SPEED FOUR HIGH ROLLING MILLS Ex 6.50" wide razor blade strip production.	0902 42541/2/3	Telex 336414
ROTARY SWAGING MACHINE by Farmer Norton: max. capacity 1" MS. bar.	0902 42541/2/3	Telex 336414
MODERN USED ROLLING MILLS, wire rod and tube drawing plant-roll forming machines—slitting—flattening and cut-to-length lines—cold saws—presses—guillotines, etc.	0902 42541/2/3	Telex 336414
1974 FULLY AUTOMATED COLD SAW by Noble & Lund with batch control for cutting non-ferrous bar. Max. capacity 5" round and square.	0902 42541/2/3	Telex 336414
1966 DECOIL FLATTEN, cut-to-length and sheet stacking line by Bronx max. capacity 48" wide x 10 swg x 12 ton coil.	0902 42541/2/3	Telex 336414
50-HP HORIZONTAL BULL BLOCK 500 mm diameter drawblock	0902 42541/2/3	Telex 336414
1970 CUT-TO-LENGTH LINE max capacity 1000 mm 2 mm x 7 tonne coil fully overhauled and in excellent condition.	0902 42541/2/3	Telex 336414
1965 TREBLE DRAFT GRAVITY WIRE DRAWING machine by Farmer Norton 27"-29"-31" diameter drawblocks, STRIP FLATTEN AND CUT-TO-LENGTH LINE by A.R.M. Max Capacity 750 mm x 3 mms.	0902 42541/2/3	Telex 336414
1963 HYDRAULIC SCRAP BALING PRESS capacity of main ram 85 tons.	0902 42541/2/3	Telex 336414
THREE UNUSED 10 DIE SUPERFINE WIRE DRAWING MACHINES by Marshall Richards.	0902 42541/2/3	Telex 336414
COLD FORMING BOLT MANUFACTURING MACHINERY currently in production.	0977 704030	
450 KVA MIRLESS DIESEL GENERATING SET, 3300 volt, 3 phase, 50 cycles, 750 r.p.m. Ex ministry, skid-mounted. Choice of four with only 307, 381, 707 and 869 hours on respective clocks.	£7,500 each	0283 790333
WATER PURIFICATION SETS, convert sea water to drinking water. 85 gallons per hour. Diesel driven—unused.	£4,000	0283 790333
390 KVA ELECTRIC DIESEL GENERATING SET, 400 volt, 3 phase, 50 cycles, 750 r.p.m. Ex ministry, Two available.	£2,500 each	0283 790333
250 KW DORMAN DIESEL GENERATING SET, 415 volts, 3 phase, 1500 r.p.m. Ex ministry, skid-mounted. 40 hours on clock.	£8,000	0283 790333
250 KW PAXMAN DIESEL GENERATING SET, 415 volts, 3 phase, 50 cycles, 1000 r.p.m. Ex ministry, skid-mounted.	£7,500	0283 790333
2.7 MEGAWATT MOBILE GENERATING SET, Rolls-Royce Proteus gas turbine engine, voltage 11,000/6,600. Mounted on trailer. Total weight approx. 35 tons.	£65,000	0283 790333
TELEEX 336108	Telex 336108	

### WANTED

MODERN USED ROLLING MILLS, wire rod and tube drawing plant-roll forming machines—slitting—flattening and cut-to-length lines—cold saws—presses—guillotines, etc.	0902 42541/2/3	Telex 336414
--	----------------	--------------

PLANT AND MACHINERY SALES/WANTED APPEARS EVERY MONDAY  
For Advertising rates etc contact:  
FRANCIS PHILLIPS FINANCIAL TIMES, 10, CANNON STREET, EC4P 4BY  
TEL. 01-248 8000, EXT. 456

## APOLLO

Edited by Denis Sutton

The world's leading magazine of Arts and Antiques

Published Monthly price £1.50 Annual Subscription £18.00 (Inland)  
Overseas Subscription £20.00 USA & Canada Air Assisted \$4.00  
Apollo Magazine, Bracken House, 10, Cannon Street, London,  
EC4P 4BY. Tel: 01-248 8000.

## OVERSEAS NEWS

### ITALY'S SHAKY COALITION

## A warning for Andreotti

BY DOMINICK J. COYLE

ROME, April 3.

ITALY'S Communist party, the PCI, would like to move on from Andreotti's minority Christian Democracy government in tackling the present situation in which the Government of Sig. Giulio Andreotti merely consults them on most major policy issues, including the economic measures incorporated in Italy's letter of intent in exchange for a projected \$530m. loan from the International Monetary Fund.

The PCI would now like to get closer to the actual process of government, although for the moment short of actual participation in the administration.

Sig. Enrico Berlinguer, the PCI's general secretary, wrote somewhat ambiguously today in the party organ, *L'Unità*, that it was time to terminate the present minority one-party Government maintained in office through the Opposition's policy of abstention, and to advance instead to a situation in which all the political parties acting together agreed in advance on a common programme.

Failure to do this, wrote Sig. Berlinguer, would amount to a rejection of the electorate's choice in the general election last June, when the PCI captured more than one in three of the popular vote. This, the party claims, gave it a moral majority when combined with other "non-fascist" parties, against the less than 40 per cent won by the Christian Democrats.

Sig. Berlinguer stopped short of demanding an immediate demand for a new government, but appeared to be serving notice that there was a time limit to his party's even indirect support for the administration.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

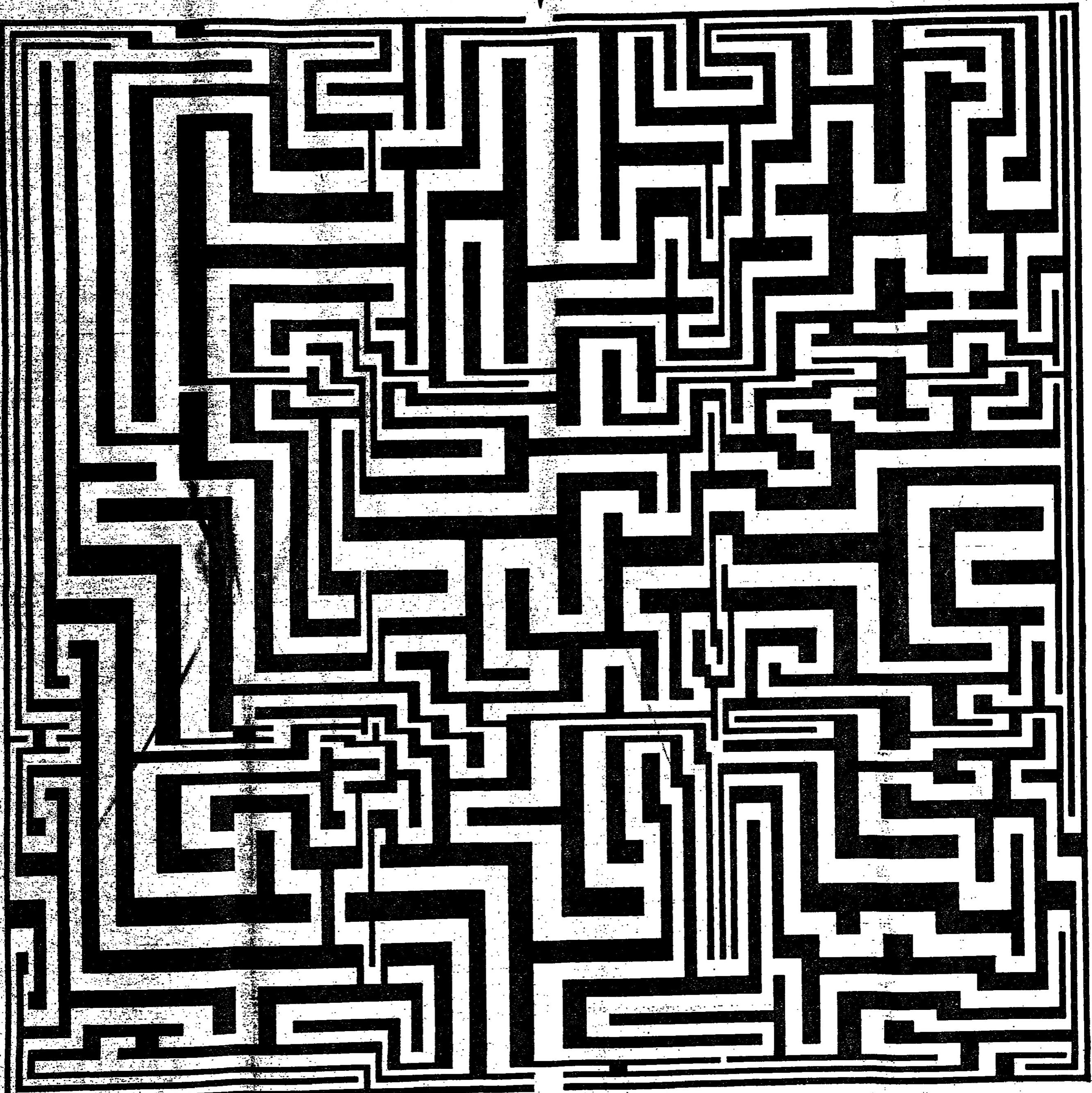
Political polemics count for a good deal here, and this weekend noisy contributions from the main political parties while directed generally against Sig. Andreotti may be little more than despatching those opposed to Sig. Andreotti rather than champions of the Foreign Minister.

Political polemics count for a good deal here, and this weekend

JUL 16 1977

# How did three British capital goods manufacturers obtain for their customers over £200,000,000 and over US \$200,000,000 for a major development in the Middle East?

Start here.



Or here.

**The international bank that knows its way around the financial maze.**

The above project isn't a hypothetical one. It's one that we were involved in from initial brief to completion. However, as you'll appreciate, even if the complexity of the solution could be explained

in such a limited space, the confidentiality our customers expect prevents us going into details.

But please, get in touch, and without breaching any confidence, we'll tell you how we

helped solve this particular financial problem. And perhaps advise you on any that you might have. By the way you'll find the solution to the maze on a later page.

LB, the Bank of London & South America and their subsidiaries are members of the Lloyds Bank Group and have offices in: Argentina, Australia, Bahamas, Bahrain, Belgium, Brazil, Canada, Cayman Islands, Chile, Colombia, Costa Rica, Ecuador, Egypt, El Salvador, France, Federal Republic of Germany, Guatemala, Guernsey, Honduras, Hong Kong, Iran, Japan, Jersey, Malaysia, Mexico, Monaco, Netherlands, Nicaragua, Panama, Peru, Philippines, Portugal, Singapore, Spain, Switzerland, United Arab Emirates, United Kingdom, U.S.A., U.S.S.R., Uruguay, Venezuela.



July 1977

tra

## Lens deal treatment unfair, claims Pilkington

By KENNETH GOODING, INDUSTRIAL CORRESPONDENT

which would contract to a Bill's edition from the Loire, and on the Wester counter

**Contract**

Dell's visit signed in the GDR plant of British equipment and from Britain, about four nylonger, rubber processes or nine others are under development best progress in the plant, steel machine tools, machine tools, officials were to be made in third major industry term for British contract from such a GDR is the major project, it would be kept counte

**Wool**

**ELBOURNE**

ment as for the we Sinclair, Industry, stures, com four trave to London in class season, was an urge economic and direct of plants were before a limited school, and engine in Wool hanc was accepted ent as immediate

**St.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

**12th.**

**13th.**

**14th.**

**15th.**

**16th.**

**17th.**

**18th.**

**19th.**

**20th.**

**21st.**

**22nd.**

**23rd.**

**24th.**

**25th.**

**26th.**

**27th.**

**28th.**

**29th.**

**30th.**

**31st.**

**1st.**

**2nd.**

**3rd.**

**4th.**

**5th.**

**6th.**

**7th.**

**8th.**

**9th.**

**10th.**

**11th.**

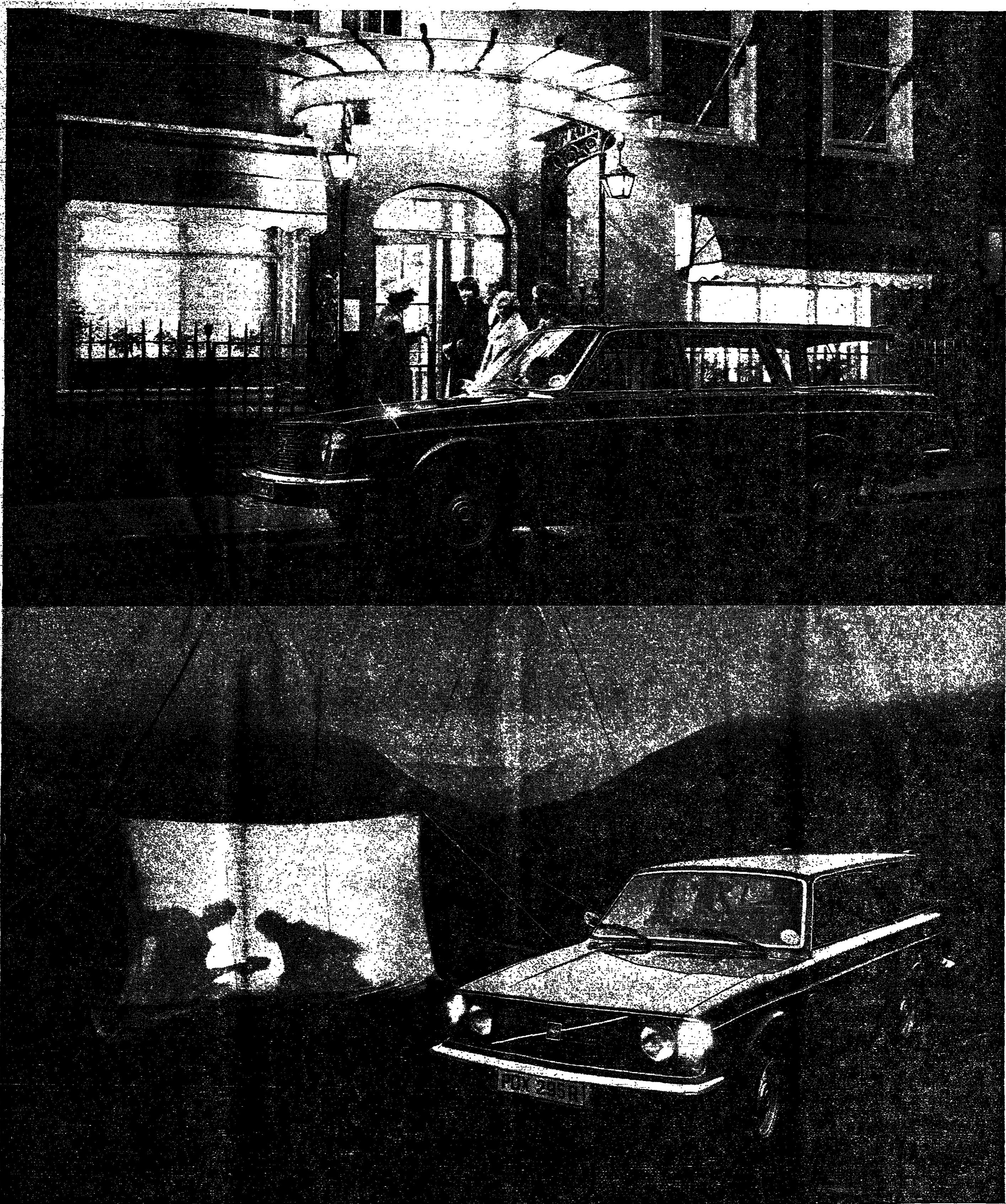
**12th.**

<p



Just £1,550

# THE VOLVO 245 ESTATE. THE IDEAL CAR FOR A NIGHT OUT.



The first estate that's smart enough to go to all the best places and tough enough to survive all the worst. Prices start from £5,051.

For details and address of your nearest Volvo dealer write to: Volvo Concessionaires Limited, Lancaster Road, Cresssex Estate, High Wycombe, Bucks HP12 3QE. Telephone: (0494) 33444.

MK111  
55 MK111  
Telex 52465

# Building and Civil Engineering

## £12m. awards to Henry Boot

CONTRACTS approaching £12m. Partners have been won by Henry Boot.

Largest of the jobs is worth £7m. and is for the construction of the second phase of Preston District General Hospital for the North Western Regional Health Authority.

This contract calls for a seven-storey building to house operating theatres, a paediatric ward and 15 general wards each to contain 23 beds. Associated with this block will be a single and two-storey building to accommodate an intensive care unit and specialist wards.

The multi-storey part of the main ward block will have a reinforced concrete frame with brick cladding. The one and two-storey building will be steel framed with brick and block cladding. Included in this contract are link corridors, plumbing and sanitary services, mechanical and electrical engineering services, external works and drainage. Architects are Charles B. Pearson, Son and Related Services, Glasgow.

On the Earlstrees Industrial Estate, Corby, Henry Boot is constructing 14 single-storey factory units for Corby Development Corporation under a £408,000 contract. Twelve of these will be unit factories in two-blocks and the alt will have structural cavity brick walls on deep-strip foundations, reinforced concrete floors and flat steel, felt-covered roofs supported on lattice beams.

In Coventry, at Ernesford Grange, the company is carrying out the £1.5m. rehabilitation of tenement houses in Hathaway Street, Glasgow.

Internal reconstruction of 352 houses is being undertaken to form 233 finished homes. Some ground floor dwellings are being converted to shops and some existing shops are being upgraded.

Externally, stonework is to be cleaned and renovated, roof slates replaced with tiles and the area landscaped. Architects are McAllister Armstrong and Partners in association with the Director of Architecture and Edinburgh Festival start on August 1.

Last, but not least, Henry Boot has just announced a £1m. contract for the general improvement and upgrading of the Royal Lyceum Theatre, Edinburgh. Work has already started and is scheduled for completion at the end of July, as rehearsals for the Edinburgh Festival start on

August 1.

Design architects are Gillee and Associates.

It is the first time the two contractors have worked together on a major project. Sindall recently completed the Museum site contract in Cambridge (now the Department of Zoology, Department of Metallurgy and the University Computer Laboratory) in consortium with Trollope and Colls.

## Building a power station

## £3m. homes contracts

## £1m. contract for roads and sewers has been negotiated with Victoria Wood Dev Corp Inc, and West Hill Redevelopment Co.

Three other contracts together worth over £3m. have been won for underground utilities for Aldritt Developments and Letourneau Homes, Edmonton, Lancs.

Work has already started and is

scheduled for completion at the

end of July, as rehearsals for the

Edinburgh Festival start on

August 1.

Architects are Morgan, Carn and Partners and consulting engineers L. G. Mouchel and Partners and Sir Frederick Snow and Partners.

The third job is in Harrogate Road, Reddish, where 45 houses and 26 flats are being built for Stockport Housing Authority at a cost of £685,000.

As reported last week, John Laing is to build a 197 feet high chimney for this station which will be used at peak demand periods.

Fuel gas turbine units will be housed in clad steel-framed buildings on piled foundations.

This follows discovery of cor-

rosion in the pre-cast prestressed concrete columns of a school assembly hall at the end of last year followed by reports that many other buildings might be involved.

The amendment concerns the use of admixtures containing chlorides in concrete where there may be a risk of metal corrosion and it now extends a strong recommendation that calcium chloride should never be added to any grout between the main concrete and the tendons.

Smaller awards include a cable crossing under rail tracks at Clapham Junction (£12,000) and exploratory work on a railway bridge abutment at Cannon Street, London, for British Rail Southern Region. For Bracknell Development Corporation the concrete company is constructing a timber footbridge over a lake (£20,000).

The British Standards Institute

## £8m. transport projects

CONTRACTS worth almost £5m. School, Rugeley (£149,591), Bellgrave School, Tamworth (£459,544), Tamworth North Comprehensive School (£52,617) and Aelfgar School, Rugeley, all for Staffordshire County Council.

F. J. C. Lilley (Contractors) has won a contract worth over £5m. for the construction of the Argyle Street rail station which is being built as part of the Argyle Line.

The contract for civil engineering works for the Buchanan Street underground station has gone to Balfour Beatty Construction (Scotland) and amounts to £592,339, while a similar contract for St. Enoch station worth £803,165 has been awarded to John Mowlem.

Kelvin Construction Company

of Glasgow enters the scene with an award worth over £1.3m. for the modernisation of Larkfield bus garage.

This is the first time the two

contractors have worked together

on a major project. Sindall

recently completed the Museum

site contract in Cambridge (now

the Department of Zoology,

Department of Metallurgy, and

a tenants' clubroom, garaging

and district heating.

THE £3m. contract calls for a

development of 20 blocks of two

and three storeys, together with

a tenants' clubroom, garaging

and district heating.

SEVERAL contracts with a total

value of about £64m. have been

won by Fairclough.

In Glasgow, the company is to

convert property in the Oatlands

area and create 360 modernised

homes for the District Council at

Hagley Park, a cost of nearly £2.15m.

Other jobs are at Haggerston Park

at a cost of £1.15m.

The plant will wash and grade

raw coal up to 125mm. at 250

tonnes an hour and will then

crush it for use by power

stations.

Work will start in May and is

due for completion in September next year.

THE BRITISH Standards Insti-

tution says it has consistently

advised against the use of calcium

chloride in prestressed concrete

to accelerate hardening.

This follows discovery of cor-

rosion in the pre-cast prestressed

columns of a school assembly

hall at the end of last year fol-

lowed by reports that many other

buildings might be involved.

The amendment concerns the

use of admixtures containing

chlorides in concrete where there

may be a risk of metal corrosion

and it now extends a strong

recommendation that calcium

chloride should never be added

to prestressed concrete.

Precautions to be taken when

using calcium chloride to mini-

mise risk of corrosion of any

embedded metal are also out-

lined.

Preparation of the amendment

to the code (CP 110) is

expected soon.

The British Standards Institu-

Another 604 houses will also be modernised for about £2.9m. at Carnforth, Glasgow.

Three other contracts are for road, bridge and surface coal mining works.

A 1,300 metres long road, Farington Link—near Leyland, Lancashire, and a bridge to carry the new road over the main London-Glasgow rail line will be built under a £928,000 contract for Central Lancashire Development Corporation. At Burnley, a £350,000 contract to improve facilities for Harvey Nichols staff at its Knightsbridge (London) store has been awarded by Debenhams to Hollaway White Allom, part of the Laing Group.

Civil engineering and building work totalling more than £249,000 is to be carried out for the National Coal Board, North Yorkshire area, at Alerton Bywater. It includes constructing

70 metres of new drift using cut and cover techniques.

DESIGN and construction of a coal preparation plant at Silverdale colliery, Newcastle-under-Lyme, is to be undertaken by Simonco, a Simon Engineering company. The contract, awarded by the National Coal Board, is worth £5m.

The plant will wash and grade raw coal up to 125mm. at 250 tonnes an hour and will then crush it for use by power stations.

Work will start in May and is due for completion in September next year.

THE £3m. contract calls for a development of 20 blocks of two and three storeys, together with a tenants' clubroom, garaging and district heating.

THE £6½m. tasks ahead for Fairclough

WELL OVER £5m. worth of contracts have been gained by A and R Astbury.

Among them are extensions for Bowmaker (Plant) at Cannock (£431,770) and work at Crossville School, Swadlincote, at a mental health hostel and at Sinfonia Community School for

Derbyshire County Council for a total of £817,623.

Other jobs are at Haggerston Park

at a cost of about £2.15m.

The plant will wash and grade raw coal up to 125mm. at 250 tonnes an hour and will then crush it for use by power stations.

Work will start in May and is due for completion in September next year.

AT a cost of about £700,000, Tarmac is modernising 268 homes in the Priory East area of Dudley, West Midlands.

Both structural and service

alterations are called for.

Work on a £150,000 contract

for an extension to almshouses

date as will bathrooms. When

this job is completed by the end of August, total value of this type of work carried out for Dudley Council will exceed £2m. Some

Lesser Building Systems has obtained an order from the Metropolitan Police for the design development and construction of a two-storey administrative centre for 100 traffic wardens at Heathrow Airport.

Thomas McInerney and Sons is to build 61 dwellings for the London Borough of Hammersmith under a £586,000 contract.

Unit Construction Company, a member of the Alfred Booth Group, has been awarded a £606,751 contract to build 46 flats and 15 houses for the City of Bradford Metropolitan Council.

Work on a £150,000 contract

for an extension to almshouses

in Maidstone Road, Rochester, Kent, owned by the Richard Watt's Charity of Rochester, has been started by G. E. Walls and Sons.

Both structural and service

alterations are called for.

Work on a £150,000 contract

for an extension to almshouses

date as will bathrooms. When

this job is completed by the end of August, total value of this type of work carried out for Dudley Council will exceed £2m. Some

Lesser Building Systems has obtained an order from the Metropolitan Police for the design development and construction of a two-storey administrative centre for 100 traffic wardens at Heathrow Airport.

Unit Construction Company, a member of the Alfred Booth Group, has been awarded a £606,751 contract to build 46 flats and 15 houses for the City of Bradford Metropolitan Council.

Work on a £150,000 contract

for an extension to almshouses

in Maidstone Road, Rochester, Kent, owned by the Richard Watt's Charity of Rochester, has been started by G. E. Walls and Sons.

Both structural and service

alterations are called for.

Work on a £150,000 contract

for an extension to almshouses

date as will bathrooms. When

this job is completed by the end of August, total value of this type of work carried out for Dudley Council will exceed £2m. Some

Lesser Building Systems has obtained an order from the Metropolitan Police for the design development and construction of a two-storey administrative centre for 100 traffic wardens at Heathrow Airport.

Unit Construction Company, a member of the Alfred Booth Group, has been awarded a £606,751 contract to build 46 flats and 15 houses for the City of Bradford Metropolitan Council.

Work on a £150,000 contract

for an extension to almshouses

in Maidstone Road, Rochester, Kent, owned by the Richard Watt's Charity of Rochester, has been started by G. E. Walls and Sons.

Both structural and service

alterations are called for.



# THE FINANCIAL TIMES

(Established 1880)  
Incorporating THE FINANCIAL NEWS  
(Established 1854)

**Head Office Editorial & Advertisement Offices:**  
**BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY**  
Telephone Day & Night: 01-245 8000. Telegrams: Finantime, London  
Telex: Editorial 885341/2, 885387 - Advertising: 885383  
**For Share Index and Business News Summary Ring: 01-246 8026**

Birmingham: George House, George Road ..... 031-254 0722  
Bolton: 3 Piccadilly St. ..... 022-511-1219  
Edinburgh: 27 George Street ..... 011-212-1219  
London: Permanent House, 120 Finsbury ..... 01-236 4120 (Editorial)  
Manchester: Queen's House, Queen St. ..... 061-254 9949  
Paris: 2 Rue de Solférino 226-50-57 (Editorial)  
Rome: Presidente 11104 ..... 060-510339  
President: President ..... 01-246 8026  
Télé: 01-246 8026 (Editorial)  
022-511-1219 (Business)

MONDAY, APRIL 4, 1977

## A shortage of strategy

The Government's commitment to legislate for direct election may take comfort from the fact that the White Paper includes, as one of the alternatives, the Single Transferable Vote; but cynics may suspect that its inclusion has been motivated by the desire to frighten all those who are either hostile to direct elections or opposed to proportional representation or both.

The suspicions aroused in Europe by these delaying tactics may well fit in, unfortunately, with continental reactions to the Government's recent record in other European affairs, a record which has done it little credit in its capacity as the current president of the Council of Ministers.

Last week, British Ministers presided over three serious setbacks in Brussels. Mr. John Silkin, the Minister of Agriculture, vetoed proposals for a Community fish conservation policy because they would have prejudiced exclusive British rights in British waters; and he went on to scupper proposals for a Community farm price package by demanding heavy butter subsidies which would be exclusively confined to the British market. Two days later, a Council of Research Ministers broke up after another failure to agree on the JET controlled thermo-nuclear fusion project, partly it appears because of inept British negotiating tactics.

Nor can matters have been improved, outside the Community frame of reference, by the British Government's decision to abandon the NATO project for the Airborne Warning and Control System (AWACS) in favour of the purely British Nimrod. **National**

Naturally, all governments are nationalistic up to a point; they are elected to serve national interests. Naturally, any negotiation among a number of countries can go wrong. The trouble with the British Government's recent performance is the implication that it does not understand how the Community does or should work, the implicit assumption that no other Government has domestic, political and economic problems. Above all, it seems to lack a co-ordinated strategy.

This week, no doubt, British Ministers will be pressing for an enlargement of the Regional and Social Funds; in a few weeks' time at the economic summit, they will once again be calling on the German Government to reflate. Unless they can improve their European credentials, why should they expect to be heard? Symmetrically, the Government is delaying taking a position on the method of election to the European Parliament because it is deeply divided on the very principle of direct elections and both it and the Opposition are divided as to the method to be adopted, pathetically?

## General Geisel in difficulty

THE DECISION of General Ernesto Geisel, the President of Brazil, to close down Congress indefinitely reflects the growing political and economic difficulties which his government faces. Since he took office in 1974 General Geisel has been trying gently to nudge his country's politics away from the extremes of the right. His plans have been opposed all the way by hard liners in the armed forces and their allies among the civilian politicians. These political forces were thoroughly alarmed by the gains made by the opposition in the congressional elections of 1974 and fear that the Government will face similar defeats in next year's gubernatorial elections. They have for some months been pressuring General Geisel to put an end to any pretence that Brazil could be ruled through the ballot box.

### Support

The two political parties allowed to function in Brazil, the National Renewal Alliance (Arena) and the Brazilian Democratic Movement (MDB) were both created by the military after they had closed down the traditional political groupings. Arena was established as a vehicle to support the government line. MDB was supposed to act as a loyal opposition charged with the task of offering respectful criticism of the executive.

Neither organisation was called on to take any major political initiative. Nevertheless, MDB did in fact acquire a certain popular following. This has now been found intolerable.

Advocates of proportional representation for direct election may take comfort from the fact that the White Paper includes, as one of the alternatives, the Single Transferable Vote; but cynics may suspect that its inclusion has been motivated by the desire to frighten all those who are either hostile to direct elections or opposed to proportional representation or both.

The issue has been raised now because of the inquiry into the financial environment has ranged from the accusations of Mr. Joe Haines, formerly Press Secretary to Sir Harold Wilson, about an attempted Treasury coup over incomes policy to the more measured debate in the Commons Expenditure Committee about whether the Treasury's public spending section should be hived off and merged with the Civil Service Department.

Ironically, this is occurring just at the time when the events of last autumn with the widespread challenge within the Cabinet to the Treasury and its forecasts.

These criticisms, which have been supplemented by doubts about the Treasury's medium-term planning, have focused on both personnel and structure. On the first point, the knives have been out for Sir Derek Mitchell within parts of Whitehall—including some drawn by those close to the Prime Minister—since the approach to the International Monetary Fund last autumn. Sir Derek has apparently been considering a move for some time at this stage of his career; he is 55.

The separate decisions of both Sir Derek and Mr. Alan Lord to leave the Civil Service can be seen as an understandable desire to have a second career, and they do not reflect any differences of opinion on policy. But Mr. Lord's departure in his late 40s with prospects of further promotion ahead raises the question of whether the attractions of running a policy-making department are not now out-weighted by the frustrations. And they do raise issues about the succession at the top in the Treasury, and its forecasts.

It is leaving aside the charges, raised particularly by Mr. Haines and the Labour Left, against the Treasury for trying to steamroller through its views against the wishes of other Ministers. This account tends to attribute to officials views on the new Civil Service Depart-

ment in 1968 following the two recent former Ministers but also by a number of Lord Bridges, who headed the internal Treasury reorganisation of 1975, which expanded the Treasury in the decade after the industrial side and the latter group have generally last war, and with whom permanent secretaries could discuss all their problems over tea.

The issue has been raised now because of the inquiry into the financial environment of the central government would be

possible to pin down responsibility exactly, and anyway decision-making on many financial matters is a collective exercise involving officials at both the Treasury and the Bank of England as well as politicians. But whatever allowances are made for mistakes being pursued by Ministers, the Treasury itself clearly has a case to answer and its standing and influence are not as high as they were, as shown by the events of last autumn with the heavy work load on the Chancellor of the Exchequer. The Sir John pointed out that the balloon was first properly put on the ground and consequently efficiency would be increased by a merger.

The counter-argument is that even before the 1968 division, there is also nowadays an increased interest in looking at the aspects of overall policy such as income distribution, transport and housing which involve tax and expenditure and which can be examined better without the need immediately to reconcile departmental differences. The present set-up ensures that market forces come to bear.

From left: Sir Douglas Allen, Permanent Secretary, and two of his departing colleagues, Sir Derek Mitchell (joining Guinness Mahon) and Mr. Alan Lord (joining Dunlop); Mr. Leo Platzky, in charge of public expenditure, and Sir Bryan Hopkin, Chief Economic Adviser.

## Political factors

These are all-powerful arguments for leaving the Treasury alone, and not least important that any further change after so many in recent years would involve heavy transitional costs.

In terms of efficiency, this is the obvious drawback to disturbing the public spending side now the public spending side after its recent success. So even within the present broad structure, the Treasury still has quite some way to go to restore its previous standing.

While Sir Douglas Allen and his colleagues will in time give their advice, the issue will be determined by political factors.

The present shortcomings of the Civil Service Department are normally associated with the growth of the Civil Service as a whole but this can be seen more as a result of specific policy decisions by Ministers than necessarily as a failure of operational control.

The present Head of the Civil Service, and former Permanent Secretary to the Treasury, Sir Douglas Allen, pointed out that one disadvantage of the 1968

split was that the roles of the Budget road but this view might as the objection in the past to the Bureau of the Budget road but this view might be becoming less strong since Sir John's views were not as slightly artificial one—and this clearcut as they were presented had led to separate discussions at the time—or appeared in on policy and manpower with the light of subsequent evidence some aspects falling down the budget—but he did state that he had middle which "has led over had a personal long term belief in the Civil Service."

Changes in the machinery of government have had a regular appeal for Prime Ministers of both parties over the past 15 to 20 years as part of the constant search for remedies for what was thought at the time to be the cause of Britain's decline.

He concluded by stating that the choice was really between "the status quo, which has lot to command it," but having greater flexibility in improving efficiency, and the Bureau of the Budget road.

The present Head of the Home Civil Service, and former Permanent Secretary to the Treasury, Sir Douglas Allen, pointed out that one disadvantage of the 1968 split was that the roles of the Budget road but this view might as the objection in the past to the Bureau of the Budget road but this view might be becoming less strong since Sir John's views were not as slightly artificial one—and this clearcut as they were presented had led to separate discussions at the time—or appeared in on policy and manpower with the light of subsequent evidence some aspects falling down the budget—but he did state that he had middle which "has led over had a personal long term belief in the Civil Service."

On the other side, the view is that public spending issues, such as the pricing policy of nationalised industries, are closely linked with fiscal and other policies and that the preparation of any package of measures must take into account the needs of the economy.

Much could change, of course, if there is a General Election. The Conservatives have flirted with a break-up of the Treasury but are now against it, and Mr. David Howell, one of their Treasury spokesmen and a leading architect of the 1970 changes, described it as "the wrong solution many years too late."

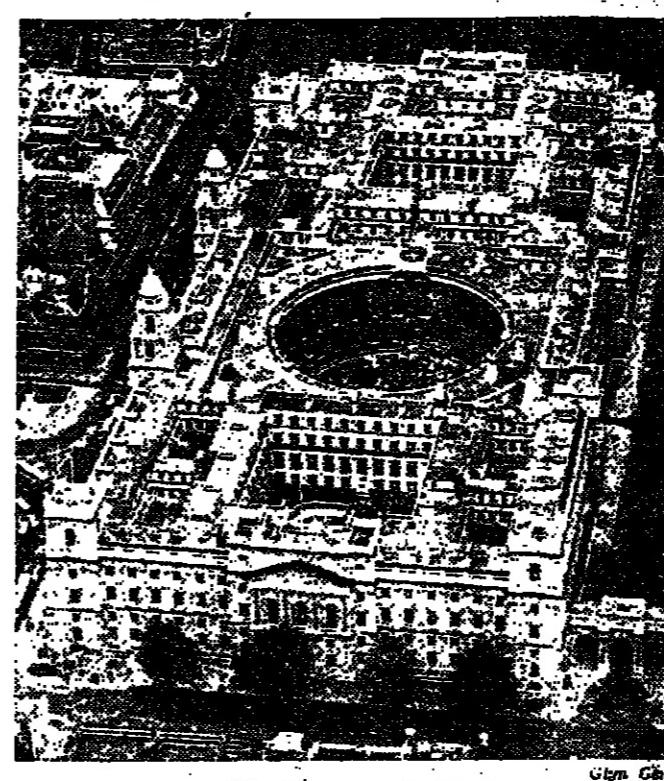
Mrs. Thatcher wanted to balance economic responsibilities between Sir Geoffrey Howe and Sir Keith Joseph. However, the search for changes in machinery closely linked with fiscal and other policies and that the preparation of any package of measures must take into account the needs of the economy.

The Financial Times Monday April 4, 1977



# The Treasury under fire

By PETER RIDDELL, Economics Correspondent



The Treasury citadel

## MEN AND MATTERS

### Whitehall's new boffin

AT A time when early retirements from Whitehall, and particularly the Treasury, have been raising eyebrows it is as well to remember the old saying that a change is often as good as a rest and also that Whitehall attracts as many Mandarins as loses.

One of the newest recruits is ICI's former research manager Duncan Davies who today starts work as Deputy Secretary and Chief Scientist at the Department of Industry.

Davies, at 55, is a large avuncular man who is well known internationally in scientific circles and particularly at gatherings, like the recent meeting of the Club of Rome in Algiers, where the role of science and technology is both creating and solving global problems are discussed.

He is not known as the inventor of a startling new theory or product, but has achieved an enviable reputation as a highly articulate communicator of scientific ideas at a high level with an ability to describe the potential benefits of scientific and technological discoveries to non-scientist general managers and finance men.

One of his main achievements at ICI was to set up the central research laboratory at Runcorn where he found that one of his main problems was overcoming the NIH factor. NIH stands for Not Invented Here. Basically it is the problem of persuading scientists enamoured of their own pet theories that ideas and processes thought up by ICI's central laboratories or even further afield could profitably be used by the various ICI divisions, who enjoy considerable autonomy.

Davies sees his main task at the Department of Industry as that of getting

scientific and technological considerations accepted in many of their policy exercises on day one—as they are at ICI—and not just injected later as an afterthought. Another aim is to persuade some of the 6,000 government scientists working for the DoI in such highly regarded institutions as the National Physics Laboratory to be seconded to industry and find out for themselves why brilliant innovation in Britain so often fails to translate into practical application.

One reason, which Davies himself understands full well, is the high "entry fee" now involved in entering many new areas—in the case of new polymers and synthetic proteins for example the billion dollar entrance fee is already here, and here to stay.

In conversation with a Mirror reporter, Prices Secretary, Roy Hattersley mentioned some weeks ago that he was looking for an "ordinary shopper" to serve on the Commission and not the usual stereotyped middle class. Government appointed Committee member.

In conversation with a Mirror reporter, Prices Secretary, Roy Hattersley mentioned some weeks ago that he was looking for an "ordinary shopper" to serve on the Commission and not the usual stereotyped middle class. Government appointed Committee member.

well documented, the magazine soon became a thorn in the side of the more sensitive members of Brazil's successive military governments. It backed up its own coverage of domestic events by carrying a good deal of syndicated articles from the Washington Post, the Guardian and Le Monde.

This year however the censor has become increasingly capricious so that Opinião, for all its emphasis on foreign coverage, found itself without President Carter's views on human rights, which were published by other Brazilian papers but blue pencilled out of Opinião itself.

Gasparian, the heir of a family fortune piled up by his Armenian parents who started the Nova América textile empire, was chairman of the Brazilian equivalent of the CBI in the early 1960s.

Since the 1964 coup d'état, however, he has often spoken his mind about what he considers the undue importance foreign investors have acquired in Brazil. For a time he left Brazil to live in an elegant house in Belgravia and was named a visiting fellow of St. Antony's College, Oxford, where he did much to stimulate interest in Latin America.

Opinião survived threats of violence, a bomb attack and the departure of a group of staff who left to found a rival publication, Movimento, in São Paulo. Now Opinião has gone under. It will not resurface until there is a political spring in Brazil.

As one of the very big building societies—assets are more than £900,000,000—the Leicester provides all the security and reassurance that you need. It will also provide a friendly and efficient service through any of its 130 branch offices or its many branch agents. Ask your bank manager or your accountant or solicitor. He'll tell you what a sensible choice the Leicester would be.

When all is said and done, the sensible man or woman with a few hundred or a few thousand pounds of spare capital, wants security, the best possible rate of interest and the assurance that he can always get his hands on his money when he needs it.

A Leicester Building Society Share Account is the answer. Interest is currently 7.80% (basic rate tax paid) which is worth 12% gross if you pay tax at 35%.

### Opiniaonated

General Ernesto Geisel's weekend crackdown on the opposition in Brazil has claimed some unlikely victims. One of the most important is Fernando Gasparian, a textile magnate turned newspaper editor.

Since the early 1970's Gasparian has been voicing some of the most cogent criticism of the Brazilian government in a weekly magazine Opinião. Moderate and

### Persuasive

"Read Your Bible" counsels a poster outside a Hampshire church. On it some wag has written: "Genesis is good for you."

Observer

### Join the Leicester investors

Leicester Building Society  
Chief Office: Oadby, Leicester, LE2 4PF  
For local office addresses see telephone book

1977  
Douglas  
of his  
league,  
tchell  
ness  
Mr. Alan  
Dunlop  
zky, in  
lic  
and Sir  
n, Chief  
iviser.

The Financial Times Monday April 4 1977

13

# FINANCIAL TIMES SURVEY

Monday, April 4 1977

Jebel Ali 150

## UNITED ARAB EMIRATES

# DUBAI

## At the centre of the action

Anthony McDermott

and tribal disputes inherited from the days before its formation. Nevertheless, a sense of common identity is continuing gradually to develop, eased along by the establishment of federal structures made by the emergence of younger, educated generations whose allegiance will eventually be to the UAE first, and the emirates second.

Both Abu Dhabi, under its ruler Sheikh Zaid bin Sultan al-Nahyan, and Dubai, under Sheikh Rashid bin Saeed al-Maktoum, its ruler since 1958, played key roles in the negotiations which led finally to the formation of the UAE. In January 1968, Britain announced that its troops would be withdrawn from the area by the end of 1971.

The following month, Sheikh Zaid and Sheikh Hashid, former foes, issued a communiqué announcing the establishment of a union, and called on the other five Trucial States and Bahrain and Qatar to join. Progress in the series of meetings in the following years was slow and often held back by rivalries.

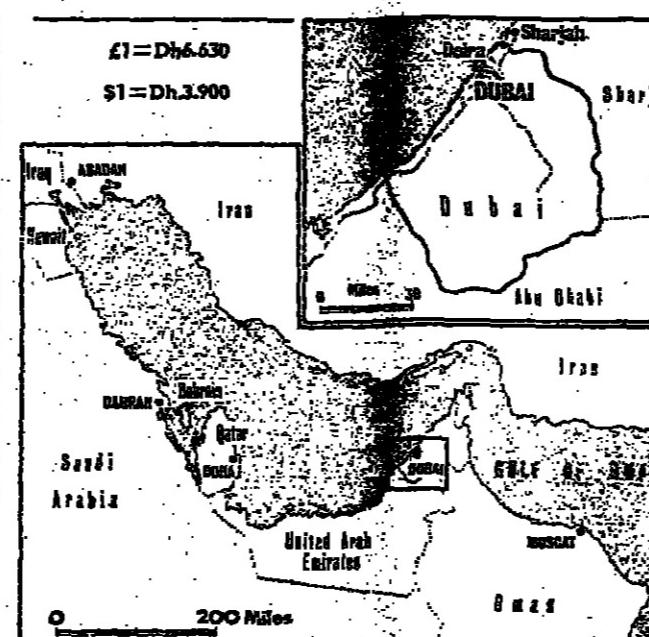
The heart of the union lies with Abu Dhabi and Dubai, which are bound together, like the other Emirates, by similar traditional forms of government and local interests and alliances.

Abu Dhabi is in a position of being the capital, sustaining the others with its wealth, and while it has taken on the states formed the UAE. For a start, it is spared through the Foreign Ministry, one of the more successful federal organisations, by contrast, the cosmopolitan trading centre of the UAE predominance of these two states is illustrated by the fact that in the last 22-member Cabinet formed in January, with a special interest in foreign affairs and a diplomatic service, started and completed swiftly. It has had wealth longer than the other Emirates—first minister, citizens of Abu Dhabi were allotted eight posts and Dubai through trade and their oil fields, and as a result the twin towns of Dubai and Deira, on either side of the Creek have a more sophisticated and identifiable atmosphere than other cities in members.

Last year, the UAE went purchasing) have become federal defence expenditure (and arms of the Gulf.

These sorts of differences through difficulties in a result matters. The former Dubai Defence Force has now become direct competition within the lack of real commitment to the central region command, and economy of the UAE. In addition, the federation has been form of a direct, although joint Ministry (although the head to run its affairs in its own individual style. In return, Sheikh

With laissez-faire approach to business, Dubai is the trading centre of the UAE, as well as a major oil producer. But development is making for a complex economy.



to Sheikh Zayed's reluctance to stand again. Sheikh Rashid and Sheikh Sultan bin Mohammed el-Qasimi, Sharjah's ruler, announced last October that the principle of a settlement had been found, but the practice has been different. Work on the site has been halted since last August, and currently the assessments of three European lawyers of the rights and wrongs of the issue are awaited.

Dubai is still run very much directly by Sheikh Rashid, the ruler, and the Emirate's progress under his leadership has been distinctly impressive. Within this community he is not only chief sheikh of the ruling Al Bu Falash section of the Bani Yas tribe but also the Emirate's most important merchant. In addition to his ruling authority he clearly has a profound grasp of the intricacies of trade and international finance. His laissez-faire approach towards business has made Dubai highly popular with foreign companies, amongst which British organisations play a leading role.

His commercial intuition is now legendary, and officials delight in recounting how he overruled professional advice years ago against expanding the size of Port Rashid—and more than got away with it. Sheikh Rashid not only signs all the cheques central government cannot go to Sharjah is currently the most persistent. It arose again when imposed its control, if the pre-sent generation of rulers are to Dubai raised a claim to the sites of the major projects to judge for himself their retain authority and thereby land on which Sharjah is building the ambitious Charles de Gaulle financial centre. The doing business works in favour inability of Dubai and Sharjah of swiftness. Once a major contractor has established himself at Ruweis.

Among inherited problems, Sharjah's border dispute with not only signs all the cheques central government cannot go to impose its control, if the pre-sent generation of rulers are to Dubai raised a claim to the sites of the major projects to judge for himself their retain authority and thereby land on which Sharjah is building the ambitious Charles de Gaulle financial centre. The doing business works in favour inability of Dubai and Sharjah of swiftness. Once a major contractor has established himself at Ruweis.

then contracts—as in some of the cases for Costains and Rashid's ability to raise loans without competition. Dredging of a miscalculation increase as began on the port of Jebel Ali delegation expands and projects move from the fundamental infrastructure and established profit-making schemes to industries dependent on the vagaries of the world market and competition within the region.

It is in character that formal administration is kept to a minimum. There are modestly staffed departments dealing with immigration, the customs, police, oil and the main public services, but the chief institution is the Municipality and its 30-man council, appointed by the Ruler. He prefers to keep himself easily accessible to his subjects and foreigners alike sitting for many hours a day in the corner of his majlis, beside a single telephone, in his distinctly unextravagant palace overlooking the bustle of sea trade in the Creek.

### Popular

Both the Ruler and his style of Government are highly popular in Dubai. But it is inevitable that this form of rule will have to evolve. This is not because,

at the age of 70, there is any visible lessening in the energies and interests of Sheikh Rashid, but because the passing of time, the influx of money, and the movement of economic development away from exclusive dependence on trade and oil towards industry have made the emirate more complex to run.

As a result, an element of delegation has been introduced, most noticeably through the municipality, which is responsible for most services and which awards some contracts, and whose budget has proportionately risen enormously.

Nevertheless, the Ruler remains in control not only of the municipality's budget but also makes the main economic decisions and awards the major contracts. Hitherto, the Ruler's judgment on which companies should carry out the important development projects has been to show their adaptability.

He will make further enormous social and infrastructural demands.

The interests of the merchant class are changing too. Although trade is still an essential sector,

the inflow of oil money and the development of an industrial enterprise on the scale of Jebel Ali will make further enormous social and infrastructural demands.

CONTINUED ON NEXT PAGE

# MORE SAILINGS TO MORE PORTS— WITH THE ARABIAN PENINSULAR CONTAINER LINE

P&O Strath-Ellerman and the United Arab Shipping Company have got together to form a joint container service—the Arabian Peninsular Container Line. This new, completely comprehensive operation, for both FCL and LCL cargoes, represents a major development in container trade between the UK and Arabian ports.

It will provide the British exporter with a faster, more frequent service covering all the leading Arabian trade centres.

Sailings from the UK will alternate every 11 days, between Tilbury and Liverpool, with the first ship leaving Tilbury on the 25th of April.

This fast, direct service calls at Dubai, Muscat, Dammam and Bahrain. Doha, Abu Dhabi and other leading trading centres in the United Arab Emirates will be served via Dubai.

The combined resources of these two well-established companies, together with their experience and know how of Arabian ports and procedures, ensures a first-class, reliable and regular service—with more sailings to more ports.

For more information about the new Arabian Peninsular Container Line service contact:

P&O Strath Services Limited,  
London—Tel: 01-283 8787  
Or UK Brokers  
Eastern Liner Services Limited,  
London—Tel: 01-247 5498  
Liverpool—Tel: 051-236 5432

United Arab Shipping Co. (SAG),  
Liverpool—Tel: 051-227 4151  
Or UK Brokers  
Benjamin Ackerley & Sons Ltd.,  
Liverpool—Tel: 051-227 5161  
Killick Martin, London—  
Tel: 01-488 1488



**P&O Strath-Ellerman Service**

GETPCO

## SALES &amp; SERVICE

Tower cranes  
Batching and Mixing plants  
Concrete mixers  
Concrete vibrators  
Dumpers  
Road machinery  
Pumps  
Welding machines  
Generators

P.O. Box 3335, Tel: 29723  
Dubai. 29818  
Telex: DB 5702

Branch in Abu Dhabi

DUBAI HAS been more fortunate than many Gulf states in its increased tenfold. Even having developed over a long period without oil revenues, Dubai's economy based on oil revenues has been able to keep pace with trading as a recent and welcome requirement as oil wealth bonus. The pre-eminence of boomed in the area, and in Dubai as a port dates back to the beginning of the 20th century, being more competitive than and its overall economic growth other ports in neighbouring until the 1950s was largely unexceptional. But Sheikh Rashid had the foresight to begin the expansion of the harbour and the dredging of the creek which enabled Dubai to become the foremost centre for imports, exports and re-exports.

The discovery of oil, and since 1970, the flow of income on an increasingly large scale not only underpinned Dubai's role as a trading centre and fuelled its position as a financial market, but opened the way to

a third and longer term phase: that characteristic of the way the development of industry and services. This is the most controversial stage of development for speculation abounds as to whether the massive dry-dock will ever have its capacity fully used. Each of the key projects in the Jebel Ali industrial area about 20 miles south of Dubai's income is likely to be only broadly possible to calculate. Dubai's income, mainly from the aluminium smelter, revenues have risen steadily over the years, reaching about \$1.3 billion in 1976, and could rise to \$1.5 billion this year. In 1976, government income was a modest Dh.154m. (\$23.9m.) of which Dh.127m. came from the port and customs.

Nevertheless, the record of Sheikh Rashid with his instinct for the viable has yet to be faulted. In addition, his direct approach to the awarding of contracts has had the result that they are often finished well ahead of time, and this gives him an edge over his rivals in the UAE. His personally, and Dubai, are regarded as good loan risks.

Between October 1976 and September 1976, Dubai raised foreign currency loans for projects which included Port Rashid, the hospitals, one tunnel under the creek, the development of the Coraiche, the drydock and the cement plant, totalling about £350m. In January this year it raised a further £202.4m. for the aluminium smelter. The consensus is that Dubai is not yet over-committed. Projects are increasingly carefully scrutinised, but Dubai, in the words of one well-informed financier, "is still good for loans worth hundreds of millions of dollars, but not £bn."

LBI has recently arranged a £202.4 million medium-term sterling export credit to finance U.K. capital goods and services for the construction of an aluminium smelter complex at Jebel Ali, Dubai.

The Lloyds Bank Group already has branches and offices throughout Western Europe and Latin America in addition to a strong presence in the Pacific Basin and the United States.

Manager: M.K. Atkinson,  
P.O. Box 3766, Dubai,  
United Arab Emirates. Telephone 24151.



40/66 Queen Victoria St, London EC4P 4EL. Tel: 01-248 8822

A member of the Lloyds Bank Group

Fellow subsidiaries of the Lloyds Bank Group:  
Lloyds Bank California, The National Bank of New Zealand

LBI, the Bank of London & South America and their subsidiaries have offices in: Argentina, Australia, Bahamas, Bahrain, Belgium, Brazil, Canada, Cayman Islands, Chile, Colombia, Costa Rica, Ecuador, Egypt, El Salvador, France, Federal Republic of Germany, Guatemala, Guernsey, Honduras, Hong Kong, Iran, Japan, Jersey, Malaysia, Mexico, Monaco, Netherlands, Nicaragua, Panama, Paraguay, Peru, Philippines, Portugal, Singapore, Spain, Switzerland, United Arab Emirates, United Kingdom, U.S.A., U.S.S.R., Uruguay, Venezuela.

UBL at your service



...internationally

With its overseas network of 49 branches in the U.K., Gulf and Middle East.

Representative Office at Hamburg.

Subsidiaries in Switzerland and Lebanon, and over 1400 branches in Pakistan. UBL serves you nationally and internationally.

UBL  
UNITED BANK LTD.  
Head Office  
Karachi, Pakistan

JBL, in 1975

UBL  
OVERSEAS NETWORKBranches  
U.K.

- London • London East • Accrington • Birmingham
- Bradford (2 Branches) • Barking (Essex) • Croydon
- Glasgow • Hounslow • Huddersfield • Leeds
- Luton • Manchester • Nottingham • Oldham
- Peterborough • Rochdale • Sale • Sheffield
- Wales • Walsall • Watford

## Gulf &amp; Middle East

- Abu Dhabi (6 Branches) • Ajman • Dubai (10 Branches)
- Fujairah • Ras Al-Khaimah (2 Branches)
- Sharjah (3 Branches) • Umm Al-Quwain
- Bahrain (2 Branches) • Doha • Qatar • Dammam • Saudi

Representative Office  
Hamburg

- United Bank of Leeward Islands
- Beirut • Beirut Hammond • Bahrain • Dover
- Rhodes • Trieste

United Bank AG Zurich  
ZurichJoint Venture  
Commercial Bank of Oman

Muscat • Oman

## DUBAI II

## Dubai has a long trading

history — it could have survived on this

alone, without oil—but it has always maintained its individuality. Though this is not always desirable in a federation, its oil power is giving it the strength it needs to implement its own economic plans.

## The economy

MAIN EXPORTS  
(000 Dirhams)

	1974	1975	1976
Dry fish	6,767.1	11,174.6	5,221.4
Steel scrap	587.3	3,871.3	292.7
Dates	2,182.3	2,171.0	849.5
Hides and skins	4,592.2	1,102.3	514.8
<b>TOTAL</b>	<b>14,751.3</b>	<b>8,881.6</b>	<b>7,576.5</b>

Rashid, and to Dubai airport budget for 1977." One source the international Trade Centre, put Dubai's contribution to a 600-bed hospital and extensive part of the road network at Dh.150m. Part of the rise in the budget in Rashid Hospital, dredging and reclamation of the creek, housing schemes, bridge fence and telecommunications and improvements to the water to federal control (ie. additional electricity supply). They expenditure on health care were to cost a total of Dh.11.25bn.

As the Ruler is paying cash if this trend towards central for several of these projects, his sation continues, it will become income is likely to be heavily harder for Dubai to argue committed. Furthermore, Dubai against more than a token contribution. It makes increasingly credible the claims by senior officials that, because of its current and development commitments, Dubai does not have enough to spare either on the basis of a lump sum or a contribution set percentage of revenues.

## Expenditure

Current expenditure is channelled mainly through the Municipality. It reflects the increasing transfer of the responsibility for services and certain infrastructural contracts taking away from trade and industry. In September 1975, while bank credits to residents went 61 per cent to trade last year. This year it is to 18 per cent to construction and 5 per cent to manufacturing. One year later the credits to trade had fallen to 56 per cent while those to construction and manufacturing had risen to 17 and 6 per cent respectively.

There are signs, however, that closer control over the economy may be required. Inflation is reckoned to be running at 35 per cent. The dirham crisis and recent sponsoring by local firms of 'new' banks whose licences were approved first by Sheikh Rashid and then by the Currency Board in Abu Dhabi (despite a two-year moratorium announced last May against the establishment of new banks) confirms that Dubai's main concern is to run its economy very much according to its own rather than federal calculations.

A.M.C.

## HOUSE OF QUALITY GOODS

we are  
agents & distributors  
in the

## UNITED ARAB EMIRATES

for world renowned and internationally  
acknowledged products.  
these are names to reckon with!**JVC**

radio cassette, tv, &amp; hi fi equipments.

**OLYMPUS** cameras.**PFAFF** sewing machines.**KENWOOD** kitchen machines.

measuring instruments.

if finding the right representation  
in the

U.A.E.

is what you are looking for  
then we are the right people

you should get in touch with.

you know your product - we know the U.A.E.

**GAJRIA & CO.**

post office box 43, deira dubai

arline

**DUBAI INSURANCE CO.**  
(incorporated in 1970 by H.H. the Ruler of Dubai)



Your protection  
in the Gulf

P.O. BOX 3027 DUBAI, UAE

Telephone: 24911-24943  
Telex: 5685 DB Dubins  
Cables Assurance Dub

## Centre

CONTINUED FROM PREVIOUS PAGE

his part, Sheikh Rashid has been entirely successful because the keen to encourage this development from trade to investment options of sounder investors were snapped up by the big merchant families.

and industry, especially Jebel Ali. The establishment of the United Investment Company of Dubai in January with capital of Dh.1bn., Dh.300m. of which was to be available in shares to the smaller investors (not just to the government and the 49 founder members of the merchant families) was another attempt to spread Dubai's wealth and participation in its development outside the traditional mercantile classes. It was not

Anthony McDermott

## DUBAI III

Dubai is determined to maintain its position as the main trading centre for the Gulf region. It is by far the largest importer in the UAE and has developed as an entrepôt centre.

## Trade

DUBAI HAS been the main trading centre for the Gulf region since the turn of the century. It is thus entirely characteristic that it should be seeking in a symbolic and practical fashion to preserve this pre-eminence and take it a stage further in sophistication through the construction of the largest building in the Emirate—the Trade Centre.

The core of the complex is a 39-storey office tower, and through round-the-clock work, the builders, Bernard Sunley and Sons of the U.K., are currently approaching the 30th floor, which looks distantly down both on a conference hall with facilities for 3,500 people and a 300-room hotel. The first half, costing £56m., will be complete early next year, and is to house everything from restaurants and a health centre to an ice rink. In the second phase, costing another £54m., 500 flats are to be added. Typically, the site was personally chosen by Sheikh Rashid, and such has been the attention to detail that the building is oriented so that shading has been maximised to reduce the load on the air-conditioning system. Its role will be to make Dubai the main exhibition and forum for traders throughout the area.

Trade, until oil exports started in 1969, was the main source of revenue for the Emirate. Dubai had a natural physical advantage, the Creek, a tidal inlet on which Dubai and Deira are situated, stretching eight miles inland. Sheikh Rashid had the foresight as long ago as the late 1950s to start deepening and widening the Creek so that through Port Rashid it has been able to keep pace with the growth in export-import trade in the Gulf, cashing in on Abu Dhabi's demands, and re-exporting to neighbouring countries such as India, Pakistan, Iran and Oman, which are all in the throes of development. In addition, Dubai is attractive because of its airport, free zones and telecommunications. Above all, as a result of its years as an entrepôt centre, Dubai has developed, from the Ruler downwards, a merchant community of legendary shrewdness and sophistication.

With a population of over 200,000, Dubai is in itself a cent in 1976, and mineral fuels, limited market. In fact, Dubai's lubricants and related fuels extraordinary role is well illustrated by the fact that it worth Dh.28.7m. to 7.7 per cent imports hypothetically nearly Customs duties are low, on £7,000 worth of goods for each person a year.

It is by far the largest valorem except for rice, flour, importer in the UAE, regularly wheat, sugar, fruit and vegetables, importing about twice as much as, which are free. All trans-

	IMPORTS By leading countries in Dirhams		
	1974	1975	1976
Japan	942.2	1,355.4	1,805.5
U.K.	578.5	1,073.3	1,539.9
U.S.	580.1	973.1	1,256.7
India	182.0	285.7	514.2
West Germany	218.5	304.1	483.4
Netherlands	97.8	177.9	278.6
France	124.8	261.7	258.0
Iran	260.2	341.0	230.0
Italy	91.5	230.3	225.5
Sweden	21.1	66.5	192.7
Hong Kong	140.3	190.0	187.8
China	167.8	211.3	182.5
Singapore	72.6	143.5	179.6
Australia	75.3	133.4	160.7
Taiwan	41.1	82.8	157.0
<b>TOTAL</b>	<b>4,816.6</b>	<b>7,115.1</b>	<b>9,497.8</b>

Source: Dubai Customs and Excise.

share of imports has slipped landed at Dubai airport are slightly from 71.1 per cent in charged duty at 2 per cent. 1971 to 64.7 per cent. in 1975, except gun metal and watches, Dubai relies on imports for on which duty is 12.5 per cent, almost all essential needs. But and rough diamonds and gold its imports as a whole reflect which are duty free.

## Increased

Imports of capital goods have increased more swiftly than consumer goods. Thus in 1970 consumer goods took 57.7 per cent, of which 15.4 per cent, were foodstuffs); intermediate goods 9.8 per cent., and capital goods 23.6 per cent. Estimates for 1976 show percentages of 42.8 (9.7), 12, and 44.4 respectively. And while manufactured goods have over the years taken a steady proportion of imports (25.9 per cent., worth Dh.248.5m. in 1970, and 25.8 per cent. in 1976), machinery and transport equipment has increased its share from 19.9 per cent. in 1970, and more than double in the last three years. France and West Germany have both been increasing their shares of the market, although in the former case, after doubling its exports in 1975, it has been unable to increase its exports further. The main competition has been between U.K. Japan and the U.S. In 1970, U.K.'s share was 20.5 per cent., and this fell to 13 per cent. in 1972—the year it lost its position to Japan as Dubai's leading supplier—and bottomed out the following year at 11.9 per cent. Since then British exports have made an impressive recovery to hold 16.2 per cent. of the market last year and this improvement has bordered on the spectacular in January this year, when exports totalled £20.2m. compared with £11m. in 1976. Last year, the Dubai market alone was the third largest for the U.K. in the Middle East, after Iran and Saudi Arabia. Dubai is mainly buying machinery, oil field and building materials and household goods from Britain. But the future is a mixed one.

## Guinness Peat (Overseas) Ltd

and  
Fenchurch Construction  
Insurance Brokers Ltd  
with

## Trade Circle

London and Dubai

For complete appraisal planning and implementation of projects together with a full range of insurance and financial services.

London  
32 St. Mary at Hill, London EC3R 8DH  
Tel: 01 623 9333 Tlx: 885849 GNPROJ G

Dubai  
P.O. Box 3921, Dubai, UAE  
Tel: 81311/2 Tlx: 6376 TRACE DB

GUINNESS PEAT (OVERSEAS) AND FENCHURCH CONSTRUCTION INSURANCE BROKERS  
are Members of the Guinness Peat Group  
Commodity Brokers and Merchants,  
Merchant Bankers, Insurance Brokers  
and Underwriting Agents.

the ECGD has given considerable assistance, but often the time needed to assess the ability not just of a seller but also a sub-contractor to fulfil a contract may mean the loss of contracts and hold down ultimately the level of British exports.

Besides its hold over the car market, Japan's main exports are rubber and steel products, textiles, machinery, building materials, and household and electrical goods. A major element in U.S. exports is oil-field materials.

Dubai's exports are by comparison negligible, and fluctuate considerably. They consist mainly of dry fish Dh.5.2m. in 1976, steel scrap Dh.1m. (mainly since mid-1975 to Pakistan), dates Dh.800,000 and hides and skins Dh.500,000.

Until recently Dubai was famed as a leading gold trading (or smuggling) centre. It took over this role from Kuwait and Bahrain, who subsequently found oil more profitable, and in 1966 it was buying more gold from the London market than any other countries except France and Switzerland (itself a source for Dubai). This gold was sold quite legally to syndicates of merchants, who smuggled it into India. The profits, before the floating of the gold price, were considerable. In 1957 the price of gold in Dubai was \$35 an ounce and its selling price in India \$68 an ounce. About £80m. worth of gold may have been sent to India and the Far East that year. Gold exports amounted to 215 tonnes in 1971, but since then declined regularly to 13 tonnes in 1975. Last year there was a small expansion to 48 tonnes, and in January and February this year 5 tonnes were exported. Each year about 1 tonne is retained for local use.

Dubai has become increasingly a centre for the transhipment of goods (in contrast to re-exports, these do not technically enter Dubai). In 1970 transhipment amounted to a mere Dh.18.1m., but in 1975 and 1976 it was worth Dh.274.8m. and Dh.409.1m. Of this 98 per cent. in 1975 and 90 per cent. in 1976 went to Oman.

India's presence in the top five represents an increase in its exports to Dubai (mainly of manufactured goods and food and live animals) of more than double in the last three years. France and West Germany have both been increasing their shares of the market, although in the former case, after doubling its exports in 1975, it has been unable to increase its exports further. The main competition has been between U.K. Japan and the U.S. In 1970, U.K.'s share was 20.5 per cent., and this fell to 13 per cent. in 1972—the year it lost its position to Japan as Dubai's leading supplier—and bottomed out the following year at 11.9 per cent. Since then British exports have made an impressive recovery to hold 16.2 per cent. of the market last year and this improvement has bordered on the spectacular in January this year, when exports totalled £20.2m. compared with £11m. in 1976. Last year, the Dubai market alone was the third largest for the U.K. in the Middle East, after Iran and Saudi Arabia. Dubai is mainly buying machinery, oil field and building materials and household goods from Britain. But the future is a mixed one.

Britain's contractors, including Costain, Taylor Woodrow, Wimpey, Bernard Sunley, Hawker Siddeley and British Smelters, are deeply involved in some enormous projects: the content of contributions to the aluminium smelter and associated developments at Jebel Ali have been estimated, for example, at £233m. But once these start to reach completion, the potential may be fairly limited for U.K. companies. It is feared that even though British Leyland is now off the boycott list, this company will find it too difficult to break back into a market, in which Japan holds about 70 per cent. after an absence of more than six years. Britain's companies are hampered, too, by Dubai requiring bid bonds of 5 per cent. and performance bonds of 10 per cent. among the highest in the world. This puts huge strains on companies at a time of liquidity restraints.

A.M.C.D.

IMPORTS BY CATEGORY  
Dirhams m.

	1975	1976
Food and live animals .....	789.8	948.1
Beverages and tobacco .....	119.3	147.9
Crude materials, inedible except fuels .....	104.0	198.8
Mineral fuels, lubricants, and related fuels .....	568.4	732.8
Animal and vegetable oils and fats .....	13.5	20.2
Chemicals .....	292.3	336.4
Manufactured goods classified chiefly by materials .....	1,875.5	2,434.6
Machinery and transport equipment .....	2,493.5	3,614.8
Miscellaneous manufactured articles .....	788.6	902.1
Unclassified .....	67.5	122.0
<b>TOTAL</b> .....	<b>7,115.1</b>	<b>9,497.8</b>

Source: Customs and Excise Dubai.  
Figures rounded.

## Morgan Grenfell &amp; CO. LIMITED.

are proud to have co-ordinated and arranged loans exceeding

**US \$1,000,000,000**

on behalf of

**H.H. The Ruler of Dubai**

and

**The Emirate of Dubai**

for the financing of major capital projects in recent years

Principal Offices in  
Scotland · Jersey · Guernsey  
Switzerland · Singapore

Representative Offices in  
New York · Paris · Madrid · Milan  
Munich · Tehran · Sydney · Bogota

Other Associated Companies in  
London · Dublin · New York  
Montreal · Toronto · Paris  
Cairo · Melbourne · Wellington

Morgan Grenfell & Co. Limited

23 Great Winchester Street, London EC2P 2AX

Telephone 01-588 4545

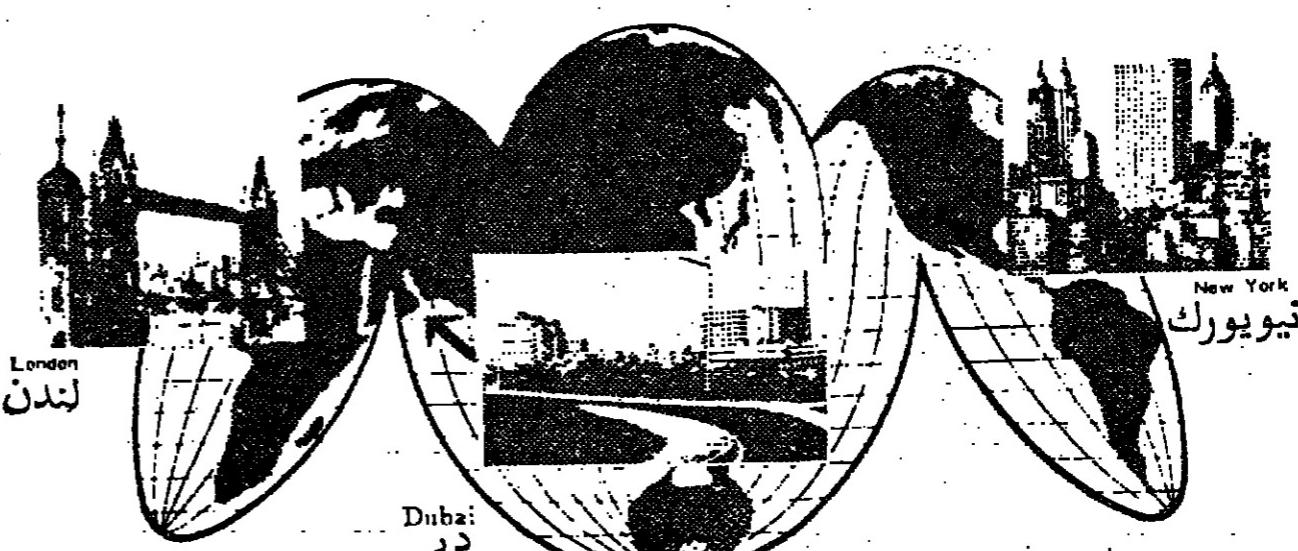
Telex 884335, 886815



بنك دبي الوطني المحدود

THE NATIONAL BANK OF DUBAI LTD.

Established 1963 under charter granted by His Highness Sheikh Rashid bin Saeed al-Maktoum, Ruler of Dubai and its Dependencies.



خدمات مصرية كاملة للتعامل مع  
دبي والامارات العربية المتحدة

وجميع البلاد الرئيسية في العالم

A complete banking service for transactions with Dubai and the United Arab Emirates and all principal countries in the world.

عنوان المكتب  
صندوق البريد ٢٢٢٧ - دبى - الامارات العربية المتحدة  
بنك سيونال - دبى  
Head Office:  
P.O. Box 777, Dubai,  
United Arab Emirates.  
Cables: "NATIONAL" Dubai  
Telex: 5421 NATNAL DB

هذا عن الأصل

## DUBAI IV

The problem of keeping pace with growth in numbers of every kind—population, motor cars, foreign visitors—is common to most Gulf States. Dubai is succeeding rather better than some, partly because it is an old centre and partly because of strong direction.

## Environment

THERE IS little doubt that Dubai is a city under strain. Its officials admit that the municipal services are creaking, and the expatriates inevitably and ungratefully remember the hissing empty tap, the blackouts, and the telex breakdowns. But the fact is that Dubai copes far better in providing for its inhabitants than most other cities in the Gulf. Not least, this is because, as an established commercial centre for many years, it has been able to develop the city gradually. With the arrival of oil, the pace has accelerated and simultaneously problems have become more sophisticated.

The population has grown enormously. In 1958 it was estimated to be about 40,000, and at the end of 1975 the official census put it at 207,000. This represents a growth rate of about 10 per cent. a year, and as considerable numbers of people enter Dubai illegally, these population figures are probably an underestimate. Town-planners are working on the basis that the population of Dubai by the end of the century may be on its way to being the current size of Kuwait's, or at least about 800,000. Planners admit an additional problem: although the British company John R. Harris drew up a simple plan for the development of Dubai and Deira before 1960, shaping the layout of roads, and this plan was reviewed in 1971, it has often proved impossible to control the density of development in some areas. Furthermore, there are urgent efforts being made to draw up comprehensive data on the Emirate, because too often consultants use each others' figures without doing original research, and these figures become "facts" through the mere process of repetition. And once new statistics have been established, it is acknowledged that development of the infrastructure—from water, electricity, telephones and sewage below ground to roads and buildings above—has to go forward in a co-ordinated fashion. Plans for sewage services illustrate well the proportions of the problems facing Dubai's planners. At present 37 square kilometres are served, while plans are being prepared for an area of 205 square kilometres.

During 1977, the Municipality plans to spend 178.7m. dirhams on roads. London Gulf services in association with British Airways.



The old and the new; modern transport in near confrontation with the traditional mode of travel.

are now 250, and there are plans for 219m. A new Dubai hospital of house connections to major services in mind. As a recent report produced by the London Chamber of Commerce and Industry has pointed out, as a result of rapidly rising standards of living in the Gulf, people are devoting more and more of their time to leisure activities such as falconry and camel racing are being overtaken by football and horseracing. Dubai currently numbers about 70,000, and the connected population is about 100,000. A new telephone exchange with capacity for 19,600 lines, but with 14,017 connected. Telexes are used to serve existing hospitals and clinics and to mends spending about Dhf.86m. over the next five years. One more of their time to leisure additional problem is that wealth and travel has brought Dubai is beginning to run a more cosmopolitan approach.

and between 30 and 40 are being installed per month. Officials reckon that they will not catch up with demand for installations for 18 months.

The generating capacity of the Dubai Electricity Company, as residents complain, is not three-quarters of its energies present rate of production is a football pitch, running track, always up to the demands made and finances on trying to cope with it. But capacity has been with collecting and disposing of refuse, and that the problems of 1978 Dubai will require 23m. increasing rapidly. At the end of 1975 it was 132 mW, and by created by the population of 1978 Dubai will require 23m. the end of last year it had been growth are being increased to 223 mW while the development of light industry. At present refuse is dumped and a composting process is under consideration in those two years the number of consumers rose from 32,128 to 88,730, and company officials reckon that the number of new consumers will continue at the rate of between 6,000 and 8,000 a year. This year four more gas turbines are to be commissioned to increase the total generating capacity to 318 mW. By 1980 they hope that, capacity will be 600 mW with demand at 300 mW. At present over 70 kilometres of overhead electricity line is under construction as part of a 132 kW transmission system to link the city with the steam generator plant (consisting of three 60 mW units linked with the desalination) under construction at Jebel Ali. Six substations—at Jebel Ali (two), Mishrif, Satwa, Deira and Hamriya—are being built at a cost of £20m. for completion in 1980.

Dubai rightly takes pride in its education and health services. In 1958, the Ruler showed the way by turning his own palace into an elementary school during the winter. Kuwaiti aid, in everything from materials to teachers, in the 1960s laid the basis for the present system, and in 1967-68, when there were 4,168 students and 139 teachers, it had built 28 out of the mainly private schools in existence. In 1976-77, all schools ranging from kindergarten to primary, secondary and Islamic schools, and technical, commercial, agricultural and teacher training institutes—which totalled 31 in all—there were 17,394 pupils. Teachers numbered 1,179.

There used to be a time, a senior official of a British company well entrenched in Dubai mused, when his members used to time the enlargement of their families to coincide with leave in England. It is a reflection on Dubai's health services that he reckoned that the reverse was now the case. The Ruler made the development of health services an early priority, from having a single doctor in the 1940s there are currently over 500 beds shared between the showpiece, Rashid Hospital (opened in 1973 and provides full range and sophisticated units), al-Maktoum hospital and Dubai clinic. There are also seven other government clinics.

But with an eye not just to the welfare of its citizens and residents but also to becoming overloaded. The earth satellite at a medical centre for the Gulf, Jebel Ali was opened in November 1973 with 30 circuits. There extended in three phases, cost

**It's  
only natural...**

**only Gulf Air fly nonstop  
to Abu Dhabi,  
Doha and Dubai**

Only Gulf Air offers you nonstop flights from Europe to Abu Dhabi, Doha and Dubai. We also have the most convenient timetable of flights between London and all the most important cities of the Gulf. No less than 18 flights each week, including our superb FiveStar TriStar service at 10.00 every morning and at least one other departure each evening. The most convenient timetable...luxurious Rolls-Royce powered comfort...beautiful service...all reasons why Gulf Air is the natural choice to the Gulf. For further information contact your travel agent or Gulf Air.

Flight No	London Departure	Arrival	Paris Arrival	Bahrain Arrival	Doha Arrival	Abu Dhabi Arrival	Dubai Arrival	Muscat Arrival
MON	GFP003 1000		1835	2 0535	3 0815			
	GFP243 1910	2115		2 0535				
	GFP000 1000			1845				2210
TUES	GFP246 1910	2115		2 0535	3 0815			
	GFP122 2045				2 0640	3 0820		
WED	GFP008 1000		1835		2 0745			2235
	GFP225 2000	2200			2 0735	3 0825		
THURS	GFP011 1000			1845	2 140			
	GFP244 1910	2115		2 0555				3 0835
	GFP222 1935		2135	2 0545				
FRI	GFP015 1000		1835					2215
	GFP204 1935	2135		2 0555	3 0850			
	GFP248 2015	2220			2 0750	3 0825		
SAT	GFP006 1000			1845	2 145			2235
	GFP128 2045			2 0510	3 0805			3 1000
SUN	GFP014 1000				1845	2 145		
	GFP228 1935	2035			2 0815	3 0810		
	GFP126 2045			2 0510		3 0800		3 0845

London Gulf services in association with British Airways.



the most luxurious airliner the world has ever known

**GULF AIR FiveStar TriStar**

Corner of Piccadilly & Berkley Street, London W1V 5HF. Reservations: Tel: 01-401 103 1031

Tel: 01-5591 408 G BIRMINGHAM, 021-582 6561 • MANCHESTER, 061-832 9577

Glasgow, 041-244 1211 and other cities of British Airways



OVER  
1600  
BRANCHES IN PAKISTAN

68  
BRANCHES ABROAD

IN FAR EAST & SOUTH ASIA

□ SINGAPORE □ DAKKA □ COLOMBO □ MALE

AFFILIATE IN MALAYSIA

□ PERWIRA HABIB BANK

REPRESENTATIVE OFFICES

□ HONG KONG □ JAKARTA

IN MIDDLE EAST

□ ABU DHABI [4 BRANCHES] □ AJMAN □ AL-AIN

□ BAHRAIN [3 BRANCHES] □ BEIRUT □ BURRABIM

□ HOBEIDAH □ DUBAI [5 BRANCHES] □ FUJERAH

□ KHORFAKAN □ MUSCATO □ MUTTRAH

□ NIZWA □ RAS AL KHAIMAH □ RUWI □ SEEB

□ SHARJAH [4 BRANCHES] □ UMM AL QAIWAIN

□ SALALAH [2 BRANCHES]

IN AFRICA

□ CUREPIPE □ MALINDI □ MOMBASA □ MAHE

□ NAIROBI □ PORT LOUIS [1 BRANCHES]

IN U.K. & EUROPE

□ ANTWERP □ BIRMINGHAM [2 BRANCHES] □ BLACK-

□ BURN □ BRADFORD [3 BRANCHES] □ DEWSBURY

□ GLASGOW □ HUDDERSFIELD □ LEEDS

□ LONDON [7 BRANCHES] □ LUTON □ MANCHESTER

□ ROCHDALE □ SHEFFIELD □ SLOUGH

IN U.S.A.

□ NEW YORK

Rs. 327 MILLION  
PAID-UP CAPITAL & RESERVES

Rs. 14000 MILLION  
DEPOSITS

Rs. 23569 MILLION  
TOTAL ASSETS

This is brief is Habib Bank—the oldest and largest bank of Pakistan. It has 1600 branches and network of tele- and radio-links. It also works in modern too. For all banking requirements in Pakistan or in the countries where its branches, let Habib Bank serve you better.

Habib Bank Limited

Head Office: Habib Bank Plaza, Karachi-11, Pakistan, Tel: KAA 2768



Bank for better

Bank for

## DUBAI V

Like Abu Dhabi and many of its other neighbour states, Dubai has a serious shortage of domestic labour—and a resultant potentially difficult immigration problem. But it is managing to cope with its large influx of foreign workers in a reasonably satisfactory manner.

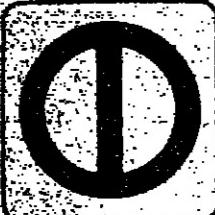
## Manpower

NOT INVITED the traditional Pakistanis of a living and wealth amateur's picture with his foot on the head of a large slain tiger, a group of Pakistanis were recently spotted in Dubai living up to their pictures.

against an opulent capital of the Gulf, that the suddenly, and they fled. The locals have one reason and the for the people back home to of Dubai's distinguishing show fortunes were to be made features that it has been by foreigners in the Eldorado able to absorb naturally from divergent cultural backgrounds.

The presence of expatriates in so many foreigners, in particular, Dubai is everywhere—if you look for it. The local cinemas a substantial higher proportion seem to show nothing but of mechanics than in other Indian films. Dubai offers Gulf countries and non-Arabs, opportunities, particularly to being mainly from Pakistan—the citizens of Iran, India and tan and India.

## Diners Club



## The world's most accepted currency

Diners Club are pleased to announce the opening of a new office based in Dubai to cover the United Arab Emirates.

Applications for membership are welcome.

Diners Club UAE (PVT) Ltd  
P.O. Box 1520  
Dubai  
Telephone: 61520, 6464

Chairman:  
H.E. Nasser Abdulla  
Hussain Lutfah  
Managing Director:  
Roger Sarnata

**Marine Hose  
Handling Rigs  
by Shore**  
**Pneumatic**

Now being engineered for  
Dubai Dry Dock  
Company  
Contractor  
Taylor Woodrow  
Joint consortium



THE GLOBE PNEUMATIC ENGINEERING CO LTD  
Ashton Road, Harlow Hill, Romford, Essex, England RM3 8LW  
Phone: 23381, Telex: 44851

A Member of the **Taylor** group of companies

## NEW FLOATING HOTEL IN DUBAI.

The booming city of Dubai on the Gulf has a new hotel at its centre, the Chandris Ship Bon Vivant with 150 rooms, each with telephone and valet service. It is fully air-conditioned and fully equipped for both business and leisure.

The hotel Bon Vivant, owned by Dubai Maritime Corporation, has secretarial and translation services, telecommunications, conference and reception facilities, foreign exchange, video equipment, hotel and airline reservations plus a Continental restaurant with international cuisine, night club and lounge, a bar, casino, swimming pool, water service on deck, tennis courts, hairdresser, gift shop, library and medical consulting room.

Chandris Limited  
Headquarters, SW11 4TE  
Tel: 01-5803322  
Telex: 800001 CHANDRIS GB

There are signs that these agents there, and word passes, circumstances may be changing, swiftly through relatives about nor towards intolerance but in new opportunities. Blanket the sense that Dubalans would like to be ensured, as are, say, visas for up to 300 people at a time can be issued, and it is now more strictly required of UAE citizens of Abu Dhabi, a statutory percentage in any company or business set-up.

Another pressure comes from Dubalans being a minority in their own emirate, forming about 20 per cent of the total population. Although they are resigned to dependence on foreign labour in almost every walk of life (some of the very rare areas, confined exclusively to Dubalans are shiphandling and the hiring out of taxis and transport such as lorries, cranes and earthmoving equipment), the nature of the main economic projects is such that dependence will increase. There are, for example, 2,000 foreign workers employed on the Trade Centre, and another 2,500 on the dry docks—in both cases only for a few years. But the development of Jebel Ali is different, and there has been some criticism about the implications for the make-up of the population as a result of having to take on so many foreign workers for so long.

At present, the Ruler is planning to control this possibility, at least in theory, by allowing foreign workers from Arab and Asian countries into the free zone without a visa or contract. But they would then not be allowed out of that zone unless they secure a valid contract for work elsewhere.

Precise figures for the backgrounds of foreigners in Dubai are hard to come by and perhaps not available at all. The 1968 census of the Trucial States, which gave the total population of Dubai as 65,000, said that there were between 20,000 and 25,000 Iranians (roughly 35 per cent), 12,000 Pakistanis (under 20 per cent), and between 8,000 and 10,000 from India (about 13 per cent). If the proportions have changed it is probably to increase the number of unskilled workers who come mainly from India and Pakistan. In 1968, the number of foreign labourers was estimated at 16,000 (or about 25 per cent). In general, foreign workers fall into two groups. Those involved in administration and large-scale businesses, who live on a par very much with local Dubalans; the unskilled labourers, who come at the bottom end of the social scale. Often they come for only a few years to earn enough to support their families back at home and to make additional savings. In addition to being generally without their families, these labourers are usually between the ages of 20 and 40.

This influx inevitably presents problems to Dubai, which in the end however does not outweigh its benefits. An example is the wooden town of Quassis and Cartoum (the name is taken from carton) on the outskirts of Dubai. Here as many as 50,000 Asian immigrants live in substandard accommodation, unskilled labour. The Iranian merchant community is particularly active. Indians also have long involvement in seaborne areas. The wooden houses even activities connected with the smuggling trade. Amongst Arab immigrants, Yemenis and Omani are found in both skilled and unskilled jobs and are often seamen on dhows. Other Arabs include Jordanians, often found in military and security roles, and Palestinians, Lebanese and Egyptians. The last three tend to be found in white collar jobs, and of the three, the Egyptians are most often the target for criticism, as they are for having imported from their homeland their leaders bureaucratic methods (mainly in Abu Dhabi, Dubalans add with some relief).

Britons continue to play an influential role in the community, as consultants and professional administrators in very senior positions, close to the ruler and in the running of the social services. As many of the large contracts have gone to such British firms as Costains, Taylor Woodrow and Bernard Sunley, they are not only playing a vital role in building modern Dubai but are also themselves key importers of foreign labour.

Originally, there were no restrictions on immigration, but this has now become a federal concern and only last November entirely national, not least the Supreme Council of the because there is no agency to enforce it. In practice, and of control. The fact is that this applies mainly to labourers, although there is a shortage of labour across the board, Dubai two years, but conditions of is generous in its interpretation work vary considerably. Asians are favoured because they cost less. Half Arab labour, and contractors find it cheaper to employ newcomers on a job rather than to re-employ Arabs.

Last year, there were two to be little difficulty in raising incidents in particular which hundreds of workers, mainly illustrate some aspects of working from India and Pakistan, when working conditions. In October they are needed. The large companies have their recruiting 500 Pakistani and Indian

# The British Bank of the Middle East

A Member of The Hongkong Bank Group

United Kingdom  
Near & Middle East  
India  
Switzerland

## Branches in DUBAI

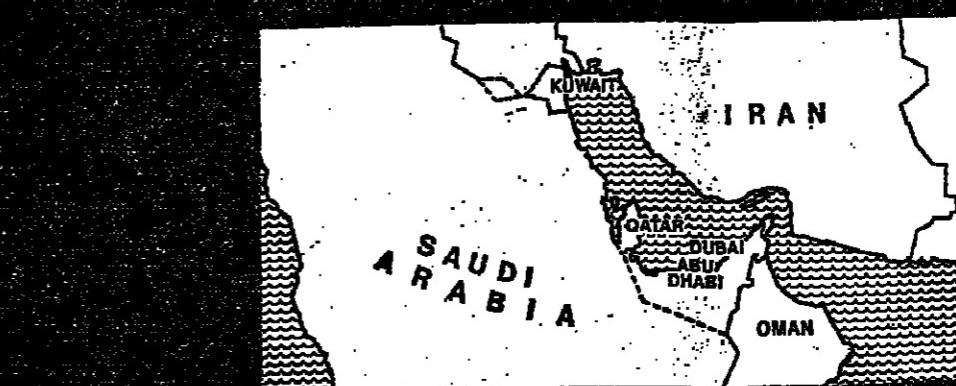
Dubai, Main Office, P.O. Box 66 and at Al Battin, Al Mina, Al Rashid Hospital, Deira, Jumeirah, Monument, Satwa, Sikkat al Khail; and throughout the United Arab Emirates



**Head Office**  
99 Bishopsgate London EC2P 2LA  
Telephone: 01-638 2366  
Telex: 884293

# WHAT PRICE COSTAIN EXPERIENCE IN THE MIDDLE EAST?

## £480 MILLION.



We've undertaken contracts to this value in the last ten years.

And we've been operating in the Middle East since the 1930's.

During that time we've been building everything from railways and harbours to tunnels and airports, including

housing, hospitals and schools, a sports stadium, oil, gas, and chemical plants, dredging and land reclamation.

What's more, we can offer a total construction service that goes from site exploration and design right through to the finished project.

And £480 million pounds worth of experience.

**Costain. Ahead in international construction.**



CONTINUED ON NEXT PAGE



THE SIGN OF CONFIDENCE IN THE BUILDING INDUSTRY

## JOANNOU AND PARASKEVAIDES (OVERSEAS) LIMITED

Building and Civil Engineering Contractors

Established and Operating in Middle East, Saudi Arabia and Libya.  
Renowned for speed and quality.

Experts in the construction of Roads, Bridges, Airports, Dams, Industrial Buildings, Cement Factories, Schools, Hotels, All Types of Housing, etc.

Manufacturers of Prefabricated Buildings, Precast Products, Joinery Products and Building Materials.

### OFFICES :

#### CHANNEL ISLANDS

14 New Street  
St. Peter Port  
GUERNSEY  
U.K.

Kendal House  
203 Regent Street

Tel: 01-439 7581

Telex: JAYNPEE 267758

LONDON W1R 7DE

#### CYPRUS

1 Byron Avenue  
P.O. Box 1178

Tel: 44354

Telex: JAYNPEE 2346 & 3102

#### NICOSIA

#### GREECE

31 Alokepis Street  
Kolonaki

Tel: 716036, 743518

Telex: 219229 JANP GR

#### ATHENS

#### LIBYA

P.O. Box 2055  
Tel: 94809, 94119, 93672

Telex: JAYNPEE 40046 LY

#### BENGHAZI

P.O. Box 6072

Tel: 48381

Telex: JAYNPEE 20248 LY

#### TRIPOLI

IRAQ

232A/2 AJ-Betaween Street

P.O. Box 5422

Tel: 96687

Cables: JAYNPEE BAGHDAD

BAGHDAD

#### U.A.E.

#### GULF OFFICE

Airport Road  
Cargohut Area

P.O. Box 4624

Tel: S1829, S1835

Telex: 5537 DB

Deira

DUBAI

#### DUBAI OFFICE

P.O. Box 4624

Tel: 24857, 24124, 24126-7

Telex: 5537 DB

Deira

DUBAI

#### P.O. Box 2536

Tel: 44429, 44430

Telex: JAYNPEE 2462 AH

ABU DHABI

#### OMAN

P.O. Box 603

Tel: 610200

Telex: JAYNPEE 3242 MB

MUSCAT

#### SYRIA

P.O. Box 3257

Tel: 449703, 444427

DAMASCUS

#### SAUDI ARABIA

P.O. Box 5028

Tel: 51249

Cables: JAYLADCO

JEDDAH

#### P.O. Box 5881

Tel: 67125

Cables: JAYLATCO

RIYADH

OIL PRODUCTION, which started in 1969, has come as a welcome boost to an economy already flourishing through trade. It has helped the expansion of development projects in Dubai and opened the way to a new generation of industry. As with many of Sheikh Rashid's commercial ventures, he follows developments in the petroleum sector with close personal attention.

The details of operations are kept behind a barrier of secrecy which, it is understood, includes withholding information on some areas from the Federal Oil Ministry. The statistical review of that Ministry, for example, contains nothing about the direction of Dubai's exports. Dubai, by announcing complete nationalisation of the Dubai Petroleum Company (DPC) — it amounts in fact to something less than that — in July 1975, caused a dispute with the Oil Ministry because it had not been kept informed. Furthermore, by its 100 per cent "take-over" Dubai stole a march on Abu Dhabi, which has a 60:40 participation arrangement. In addition, although officials insist that there was close co-operation with the Oil Ministry and Abu Dhabi over the UAE's holding out, with Saudi Arabia, against the majority for a 5 per cent increase in oil prices at the last OPEC conference in Doha, the UAE's OPEC policy was probably more the function of Abu Dhabi's relations with Saudi Arabia, rather than a closely co-ordinated position. As with most commercial operations in the UAE, Dubai tends to follow its own path, and there have been unconfirmed reports of oil sales at prices reflecting a higher percentage rise than that agreed by Saudi Arabia and Abu Dhabi and the UAE as a whole.

Dubai is a modest producer

Although Dubai's oil production does not match the volume of its neighbour State, Abu Dhabi, it is still a vital and very lucrative source of national revenue. The Emirate's problems lie in its limited supplies of associated gas, which it may have to import from Abu Dhabi in the future.

# Hydrocarbons

### DUBAI OIL PRODUCTION

	000 b/d	Income*	Wells completed
1969	34,236	6	6
1970	35,812	(+150.6%)	15
1971	125,071	(+ 45.6%)	356
1972	152,848	(+ 22.2%)	530
1973	219,746	(+ 43.8%)	1,017
1974	241,530	(+ 9.9%)	2,756
1975	254,368	(+ 5.3%)	3,879
1976	317,337	(+ 24.8%)	5,1742

\*Dirhams m. Source: Currency Board Bulletin Vol. 31 November, 1976. Calculated on the basis of monthly exports and respective posted prices. For the period 1971-73, posted prices were taken as export prices. For 1974-75, 93 per cent of posted prices taken.

†Includes exploratory and development wells.

‡Projection for the full year is based on 93 per cent of posted prices and ten months' exports.

Source: Dubai Petroleum Company.

extinguished until December when a relief well intersected the A-2 wellbore, and pumped injection from the Fatah water flood plant and another 23 wells in sea water. A-2 was capped and abandoned. The other shut-off wells were back in full production by the beginning of 1974. In July, 1975, there was a fire as a result of hydrogen sulphide gas escaping and igniting during the drilling of a production well.

On November 9 1976, a new field was discovered 10 miles south west of Fatah field. It was named South West Fatah. Production, which is transferred by pipeline to Fatah, started on October 16, 1972. In September 1973, DPC discovered a small field, named Rashid, 15 miles south of Fatah. Last year hydrocarbon shows, which still have to be evaluated, were made in a new field, named Falah, and the full commercial potential of these two fields have still to be evaluated.

### Gas

A remarkable feature of the Fatah field is that it is a self-contained offshore unit, with platforms for wells, the housing of 150 men, and separator and water injection facilities, as well as two floating storage vessels totalling 500,000 barrels. Oils of Canada were assigned 15 years rights to the gas of the Fatah field. They are the consultants, and Hudson Engineers, Inc., are building the refinery to handle 200,000 bbls of crude, but a study has yet to be commissioned. The coastal waters would have made it too costly to run pipelines to onshore storage, and then back out to water deep enough for loading sizeable tankers. The solution was ingenious: Chicago Bridge and Iron constructed three Khazzans (from the Arabic meaning storage), shaped like inverted champagne glasses, each holding 500,000 bbls, and as tall as a 15-story office block. They were built on shore and towed out to sea where near the Fatah platform, which is 1.5 miles offshore. The bottomless bells contain oil which is pumped into the top and stored for offloading, using the basic scientific principles that oil and water do not mix and that oil is lighter than water.

During 1976, according to DPC, crude oil liftings from the Fatah field, for officials are sceptical of productive negotiations taking place between Abu Dhabi and Dubai over the supply of gas. But it would be a major step towards the economic co-operation and rationalisation which the UAE requires, if Dubai were to act for and receive from Abu Dhabi the additional gas needed to fuel its industrial development.

A.M.C.

## DO YOU KNOW

### A-F-T

**AL-FUTTAIM TOWER SCAFFOLDING**  
provide a complete HIRE-SALE-CONTRACT scaffolding service in the Gulf

There's no magic in the way we operate.

Just the hundred years of global telecommunications experience behind us and the best trained men in the business. That puts us in a unique position to handle the widest range of communications and associated electronic demands.

**BUSINESS COMMUNICATIONS**, staffed and backed by Cable and Wireless and in local partnership in the Gulf, now offers

for the first time in the Middle East, a total service from consultancy and procurement to installation commissioning and maintenance of tailor-made communications and associated electronic systems — from a personal paging device up to dedicated satellite earth station. Whatever your commands, give us a call.

But don't expect miracles... your business might have conjured up problems we haven't even thought about... yet.

## BUSINESS COMMUNICATIONS

the electronic solution

In association with CABLE & WIRELESS PRIVATE SYSTEMS

Business Communications  
Qatar  
P. O. Box 3655, Doha  
Qatar  
Tel. 5851

Business Communications  
UAE (Private) Ltd.  
P. O. Box 6444, Dubai  
UAE  
Tel. 64210

Cable & Wireless Private Systems,  
Mercury House,  
Theobalds Road,  
London WC1X 2BX  
Telex: 8201 CWEXC GJ

CONTINUED FROM PREVIOUS PAGE

workers employed by OTAC is noteworthy that on both the main sewage contractors occasions only a small proportion were deported immediately. The men were demanding better pay and conditions, labour now that, in the past, but OTAC had refused to negotiate all would have been deported. The workers were demanding free accommodation, afraid to take what would be one month's annual leave, with a tangibly illegal step in form-fares paid by the company, paid such a committee. One sick leave, a company hospital labourer was quoted as saying and higher wages. They said his pay was 15 dirhams a day they were being paid 23 dirhams and that he could not afford a day, of which 2 dirhams went the 1,000 dirham deposit on accommodation.

This is not to portray Dubai as suffering from social turmoil and stresses, rather it is indicative of the generally tolerant attitude of the emirate that the inevitable problems posed by such high dependence on imported labour have been so easily absorbed. Earlier in February, parts of the dry-dock project were halted when several hundred of the 2,500 Indian and Pakistani labour force went on strike. About 500 were detained overnight by riot police and about 30, the ringleaders, deported. It

A-F-T are the only scaffolding company manufacturing in Dubai to British Standard specification for distribution throughout the Middle East.

British knowledge and expertise have developed our range of quality products and back up services. so come and join the many British companies who, with our scaffolding and formwork expertise, are building the new Middle East.

**AL-FUTTAIM TOWER SCAFFOLDING (PRIVATE) LTD.**  
p.o.box 5502 dubai u.a.e.  
telephone 34369  
telex 6086 scafix db

A.M.C.

## DUBAI VII

Dubai owes much of its trade pre-eminence to its port facilities. It continues to exploit the advantages of its trading position, and both the sea-port itself and Dubai International Airport are being expanded to deal with even larger volumes of traffic.

## Ports

THE DECISION of the Dubai Ruler, Sheikh Rashid, to develop a port back in the 60s has ensured the Emirate's predominant position as a trading centre, not only of the UAE but also in the Gulf. When all his experts looked askance at his ambitious ideas, the Ruler went ahead and turned a sandy beach into a nine berth port. To-day, Port Rashid, now 19 berths and being expanded by a further 18 is handling over 5m. tons a year, and its efficiency and importance is regarded envously around the region.

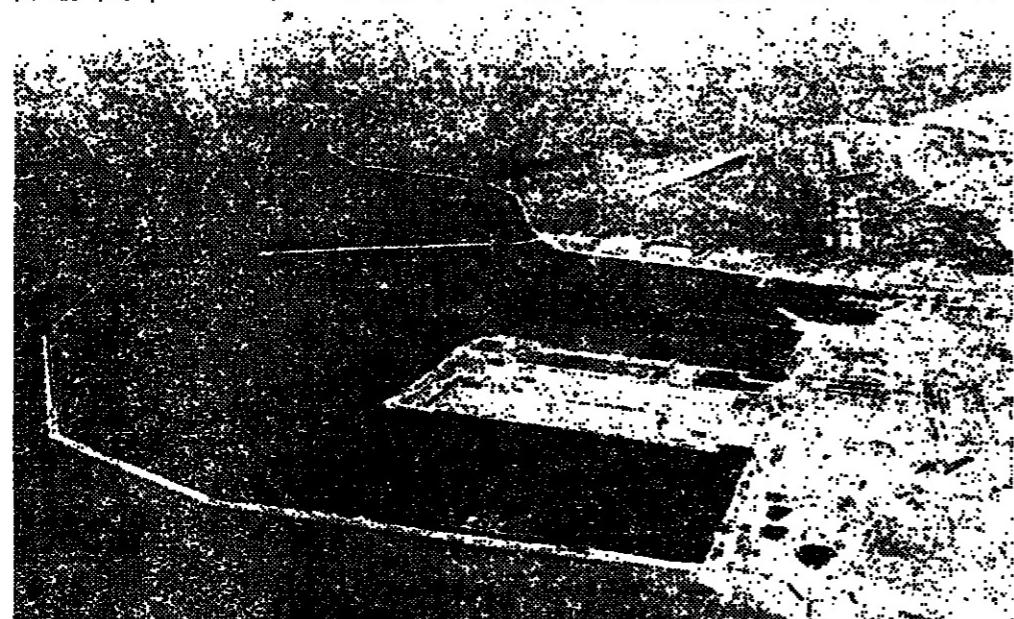
Nowadays, Dubai is a victim of its own success. Three months ago there were nearly 200 ships registered and awaiting entry at Port Rashid and the waiting period could be likened to any of the other congested ports around the Gulf. This month it is down to 61 days for general cargo, with 105 vessels outside, though of these about 50 per cent will receive priority berthing. Dubai still remains the cheapest port in the region too, with storage rates tailored to the needs of the local merchant community. This is still true to-day despite a recent increase in rates.

Its established reputation has resulted in astronomical increases in traffic. In 1974 cargo handled amounted to 2.7m. tons but a year later it had reached 3.2m. tons. Last year's figure of 5.28m. represents an almost doubling of traffic within a two-year period, utilising the same number of berths. Additional shifts have had to be introduced to cope with the unparalleled congestion and extra handling equipment purchased. Port Rashid now works a virtual 24 hours, with breaks only for Muslim prayers.

The monthly figures reflect the same picture, for two years ago, they were averaged at 263,153 tons but in 1976 traffic had gone up to 439,771 tons. This year, it is already over the 500,000 tons mark.

The major reason for the increases was the phenomenal rise in transhipment traffic, which last year went up by 567 per cent, which is a reflection of Dubai's role as a transit centre for the U.A.E. and the Gulf. Dubai is still reckoned to be handling two thirds of the country's imports. The most notable increase was in bagged cement shipments which went up by 107 per cent in 1976, while refrigerated cargo increased by 99 per cent. Other items went as follows: general bagged cargo 47 per cent up; general commercial cargo 51.7 per cent, vehicles 46.8 per cent, miscellaneous cargo 67 per cent and bulk cement 47 per cent. Dubai is presently handling 23,000 cars a month, mainly from Japan.

Last month four new runs



Dubai dry dock in the foreground, the largest oil tanker repair and maintenance dock in the world. Port Rashid is adjacent.

berths Nos. 16 to 19 were brought into operation in Port Rashid for direct delivery cargo. There are still 18 more berths to come from the £85m. extension which is being built by Costain Taylor Woodrow and is due for completion by 1980. Four of these berths will be in service as direct delivery cargo berths for priority vessels.

#### Extension

The major part of the new extensions will be the container terminal and the first 900 metres of the terminal are due to be handed over two years from now. When completed, the terminal will have a container parking capacity of 18,000 20 foot units stacked three high; the berths will be equipped with at least two container gantry cranes of 50 ton capacity, the contract for which is still out to tender. To the rear of the container parking lot, an area has been designated as a trailer park and for handling refrigerated units.

Dubai Port Services, which is the wholly-owned subsidiary of Gray Mackenzie and the operators of Port Rashid, say they are already handling 1,000 containers a month at berth 10 and this is expected to go up shortly to over 2,000. At the moment, the facilities can only cater for self-sustaining container vessels with their own ship-board equipment. The most frequent caller is Sealand, the American container operator which stops in Dubai about every three weeks dropping about 200 containers from Europe. Other lines include Yugolina Lines, Barber Lines, Wilhelmsen Lines and Hansa Lines which is presently run-

certain is that the container traffic will grow rapidly, for port officials estimate that about one third of the cargo is containerisable. The container services and the new extension will be putting Port Rashid in Dubai into the 15m. tons a year class. And that is without Jebel Ali, the site of the new industrial port to the south of Dubai (see industrial development article).

Dubai airport is also experiencing similar phenomenal increases in traffic. Total cargo handled at the airport went up from 14.5m. kilos in 1975 to 51.8m. kilos in 1976, an increase of 599 per cent. The major part of this increase occurred during the summer months, however, when Beirut airport was closed and TMA transferred a large part of its operations to Dubai.

P & O Lines are also to begin a container service to Dubai this month, using their "Strath" series of vessels.

Although Dubai recently increased rates, Port Rashid still remains the cheapest port in the Gulf. The rates increase was done to encourage consignees to remove their cargo from the docks for over one million tons had accumulated. The permitted storage time has now been cut from 12 months to six, and free storage time has been decreased from 20 days to ten.

Port Rashid remains a warehouse port in philosophy, particularly when compared with its neighbour, Port Khalid in Sharjah, where after 60 days the port authority have the right to dispose of Dubai as an aviation transit stop.

There are 26 scheduled air-links using Dubai airport and 10 non-scheduled, all of which are cargo airlines. Such is its importance in the region that Gulf Air makes more calls to Dubai than its home base Bahrain. So far, airport officials in Dubai do not seem concerned about the potential competition being posed by the newly opened Sharjah airport. "We have most of the major airlines," said an official. Unlike Dubai, where the monopolistic Dubai National Air Travel Agency operates, Sharjah allows airlines to handle their own cargo in their own warehouse, but DNATA officials do not think this proposition will prove attractive to airlines because of the expense involved in setting up individual facilities.

#### Additions

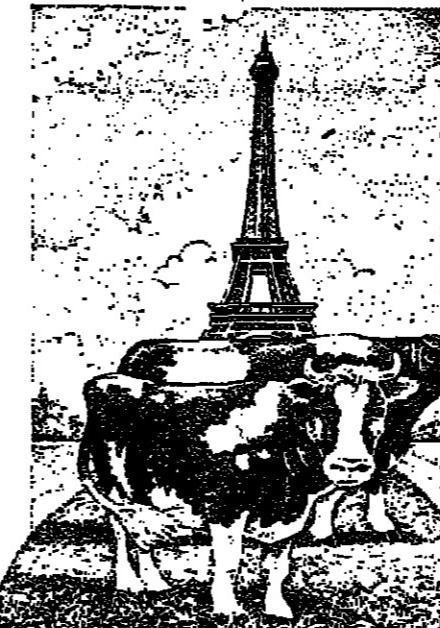
During the past year extensions have been made to the apron at the airport and the parking bay increased to accept more aircraft. Twenty more warehouses are to be added this year to the cargo area. However, little permanent additions are being made to the existing airport in view of the plans for another airport at Jebel Ali, 25 miles away to the south. "What we are doing is essentially a bridging exercise," said a DNATA official, "until the new airport is in operation."

What is to happen to the existing Dubai airport which was only built seven years ago, is not known at this moment. There are schemes that possibly it may be turned into a military airport, or rented to users of light business jets. Another possibility is that the land may just be sold off, because the site of the existing airport is now in a prime development area, barely out of the town centre.

However, when Jebel Ali's airport is built, an interesting situation will develop, for the new airport will be about the same distance from Dubai as Sharjah's new airport is. At the moment, Dubai's airport is nearer Sharjah than Sharjah's own airport. And by that time, Abu Dhabi's projected Dhifa airport will be completed on the mainland, only 80 kilometres away from Jebel Ali.

However, in both the port and airport development plans, Dubai will inevitably come out well, despite the similar projects in the UAE itself and other parts of the Gulf region. It has an established reputation of efficiency, and that will count for a lot when every state's airport and port are completed.

K.B.



Dutch Frisian cattle graze in almost every country in the world.

The world's second biggest oil company is Royal Dutch. Forty percent of all transport in the European Common Market goes via the Dutch.

The Dutch tow ships across five world oceans. Dutch Friendship airplanes are used for local transport all over the world.

Holland is too small for the Dutch.

Does it surprise you then that a Dutch bank, the ABN bank, has branches in almost every financial and trade centre in the world?

The Dutch are globe trotters. They have to be, if their small country is to mean anything in the world. They have been building, transporting and trading in foreign lands for centuries.

Apply for the brochure "The foreign network of the ABN".

London, Chief Office, 61 Threadneedle Street, EC3P 2HH, P.O. Box 503, Telephone (01) 628 4372. Abu Dhabi, Sh. Hamdan Street, P.O. Box 2720, Telephone 45100. Bahrain, Government Road, P.O. Box 350, Telephone 55420. Sharjah, Al Zayani Building, Al Arouba Street, P.O. Box 1971, Telephone 25021. Dubai, Kuwaiti Building, Binuya Street, Deira, Dubai, P.O. Box 2567, Telephone 25156.



## ABN Bank

Vijzelstraat 32, Amsterdam, The Netherlands.

## What's the TD Bank doing in the U.A.E. today?

...living up to its worldwide reputation.

Throughout the world, wherever innovative company management needs creative corporate banking you'll find Toronto Dominion.

For example, Toronto Dominion is in Abu Dhabi and Dubai, offering a complete banking service in the Gulf.

Through skills developed over 120 years, and 948 branches world wide, we've helped structure and seen through such projects as, cement factories, schools, desalination plants, roads, dry docks, shipping and manufacturing.

Our branches may be relatively new in Abu Dhabi and Dubai but if you contact us, you'll find that we have a great deal of experience in the area.

And these are our men on the spot to contact:

Abu Dhabi Branch, Manager: Alexander Gillies, P.O. Box 2664, Abu Dhabi U.A.E., Tel.: 4550, Cable: "TORBADM" Abu Dhabi Telex: 2538 A.H. Tordom.

Dubai Branch, Manager: Brian R. Topliss, P.O. Box 2294, Dubai U.A.E., Tel.: 33340, Cable: "TORBADM" Dubai Telex: 5802 DB.

## TORONTO DOMINION BANK

Other international offices: Beirut, London, Frankfurt, New York, San Francisco, Houston, Los Angeles, Chicago, Singapore, Hong Kong, Jakarta, Bangkok, Taipei, Tokyo, Mexico City, Panama, San Juan, etc.

The bank where people make the difference.

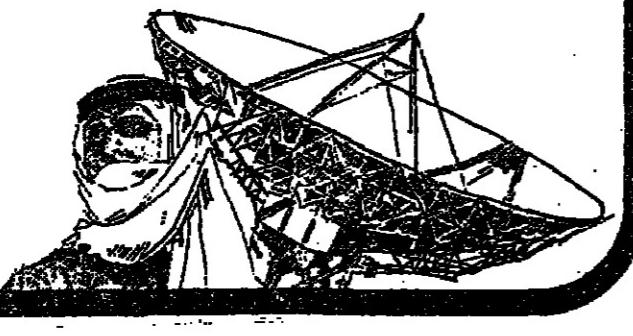
كذلك من الأصل

Computerised switching techniques and the use of closed lines give instantaneous telex communication between the Group's London and overseas offices.

## The Kirkland-Whittaker Group Limited in London

**International Money Brokers**

Resident Director for United Arab Emirates  
E. P. MacColl, M.C.  
Address as above  
Tel: 27551 Telex: 5987 GILAKA





## TRADE CIRCLE TECHNICAL INDUSTRIES

TCTI, already engaged in contracts in Dubai, announces the construction of its new Dubai factory. This new resource will enable TCTI to offer a complete service in:

- Design and supply of cold stores
- Refrigerated transport
- Specialist air conditioning
- Food processing and freezing
- Process cooling
- Turnkey projects
- Engineering fabrication.

Trade Circle is partnered in this venture by Guinness Peat (Overseas) Limited, Hayman Engineering Limited and Zeromobile International Limited and is able to offer design expertise locally and in the U.K., together with a complete follow-up service including procurement, installation and commissioning.

P.O. Box 3921, Dubai, U.A.E.  
Telephone: Dubai 81311/2  
Telex: 6376 TRACE DB

YOUR COMPETITORS MOVE FAST. YOU'VE GOT TO MOVE EVEN FASTER.  
THE NAME OF THE GAME IS TIME AND

## TIME IS MONEY

Rent a FALCON 20. It'll be ready to take off whenever you're ready. For Bagdad, Jeddah, Teheran, Algeria, Paris or London... Travelling at 800 km/h., you'll get there before anyone else. Aboard one of the safest, most comfortable, and most prestigious executive jets: a FALCON 20. UNIJET will rent it to you by the day, the month, or the year, whichever suits your business schedule best.

UNIJET offers you an incomparable service: experience. No other executive jet company can claim so many flight hours.

A FALCON 20? For tomorrow? Call:

A Total Service Provided by AEROGULF SERVICES CO. POB: 4417 Dubai Tel: 28842 DUBAI Telex: 5575 HELICO DUBAI UAE.

## TIECO

### The Trading & Industrial Equipment Co. (Dubai) W.L.L.

#### U.A.E. DISTRIBUTORS AND STOCKISTS OF:

AMERICAN	Hoists, Crawler and Truck Cranes. Power hoes	KISMET	Garage Equipment
BAND-IT	Banding Tools and Supplies	PEITIBONE	Hydraulic Cranes Mobile and Truck Mounted. Rock Crushers, Forklifts, Carriers
CIFA	Concrete Transit Mixers and Batch Plants	PTC	Electric and Hydraulic Pile Vibro-Drivers
CLEMCO	Sandblasting Equipment and Accessories	WAUKESHA	Diesel Engines and Generator Sets
INGERSOLL RAND	Airhoists, Portable and Stationary Compressors, Rock Crawler drills, Vibratory Compactors, Pumps, Air tools etc.		

AIRPORT RD. TEL: 26254-55. TELEX: 5595 DB. CABLE: "TIECO" DB. P.O. BOX 5291 DEIRA

عبدالرحمن الزيني وأولاده

## A. A. ZAYANI & SONS

Massive Showrooms at Dubai Airport Road

For:— CONSTRUCTION EQUIPMENT  
GARAGE EQUIPMENT  
OFFICE FURNITURE

P.O. Box 167, Dubai  
Telex: 5664DB AAZYNI

Telephones:  
21473-25966

FLY AIR CARGO to DUBAI

The M.I. Group of Companies  
M.I. UK  
M.I. Hong Kong  
M.I. Lagos  
M.I. Dubai  
M.I. Kano  
M.I. Zambia  
M.I. Australia  
+ Commercial Spring 1977

## DUBAI VIII

### Jebel Ali is the centre of

Dubai's industrial plans. A port is under construction and other major projects include an aluminium smelter, desalination plant, steel mill and a fabrication plant and possibly a refinery. A new airport is also planned.

## Industrial development

THE JEBEL ALI industrial freezone city is to be Dubai's all projects under way at the most ambitious scheme to be undertaken. While Abu Dhabi's own version at Ruweis is still under study by New York consultants and the Government, the bulldozers are already at work at Jebel Ali. The scheme is enormous in its concept, and because of Dubai's shortage of gas, diversified in

funds. Except for the port itself, the new city will be built on land which is being financed externally, mainly through the City of London.

Not only is the scheme economically significant within the UAE context, but its location is indicative also. Situated about 30 km. out of Dubai town, Jebel Ali extends over an area 21 km., up to the emirate's border with Abu Dhabi. The location of the new city will encourage a drift towards the south, away from Sharjah, where commercial developments, border dispute or not, will soon give the two centres the appearance of one urban sprawl. The geographical emphasis for development, both Government and private, has shifted to the Dubai side, more specifically towards Abu Dhabi.

The recently appointed town planning consultants for the Jebel Ali industrial city, Peddle, Thorp, Chapman Taylor of London, estimate that the current industrial projects there will create an eventual population of 400,000 people. Residential areas catering for populations rising from 90,000 to 340,000 have already been marked on the maps. Six hundred villas are already under construction there. Ethnically it may be one of the most significant cities in the Gulf, for the economies of the industries there are based on cheap (that is imported) labour. Together with Arab supervisors and Western expatriate management, it is likely that the percentage of indigenous personnel there will be very low indeed.

The lynchpin of the new city is the Jebel Ali port, where work has already started and five berths are due for completion by February 1978. The design of the port has yet to be completed and though it was originally announced there were to be 74 berths comprising 15 bulk carrier berths, 15 berths for transit, five for container traffic, 14 more general cargo berths and 25 for the Jebel Ali industrial freezone itself, the configuration is still under study. The 74 berths total was based on an average quay length of 200 metres, though this may change. The current port design also provides for a 10.5 mile approach channel with a water depth of 50 feet at the harbour entrance. Ships of 90,000 tons laden and 150,000 tons unladen will be accommodated in the port.

Halcrow (Middle East) which is undertaking the design, is in the final stages of completing up to 100 bore hole tests. In addition the Hydraulics Research Station in Wallingford has been called in to assess tidal action through the means of computers and a tidal model. Such is the scope of work involved in the design of the Jebel Ali projects, that Halcrow is bringing in another 200 staff, and the smelter's power complex has been awarded to Hawker Siddeley. The carbon plant is to be provided by a German consortium headed by Klöckner Humboldt Deutz, which includes Krups, Ferrostahl and the Reishammer companies. Metal services will be handled by the Selection Trust group and the pot rooms and civil engineering work in the complex has been awarded to Mechanical Electrical and Chemical Engineering of George Wimpey.

Because the design work has yet to be completed, the final price tag on the Jebel Ali port cannot yet be estimated. Originally put at Dh.3bn. for the infrastructure and dredging alone, it is not expected that the cost can be assessed before the end of this year. The price is still the subject of negotiation between the ruler, the contractors and the designers.

U.K. companies have scored a major success with the Jebel Ali port project, for in association with their local partners, the major part of the work has been awarded to British firms. Balfour Beatty, in association with Dubai Transport Company is building the berths in a contract originally estimated at over £100m. Gulf Cobla, which is made up of Costain Blankevoort and Dubai Transport is doing the dredging which is the largest contract worth over \$200m. The project has necessitated the order of five new dredgers by the company, one of which has already been received from the Dutch yard of L.H.C. At the moment, there are five dredgers on site, two of which are on charter from the Great Lakes Dock and Dredge Co. of Chicago, but by the end of this year, eleven are expected to be working. Another British concern, George Wimpey with its local partner, Al Futtaim has been awarded a contract valued at over £1m. to provide rock material for the construction.

Because the design plans have yet to be completed, it is likely that the construction period will be lengthened. The contractors were virtually being asked to build a Rotterdam within four years, a Rotterdamer informed sources in Dubai, the

ruler was given the choice between having the whole port handed over at the end of that period, or that berths be progressively released over a 5-year period. It is believed he has chosen the latter option.

Labour for the project is coming mainly from India and Pakistan, and Dubai Transport alone estimates that it will be importing 300 more Western expatriates, 1,200 more Asians and 200 or so skilled workmen from Thailand. Its eventual workforce will total 2,000.

### Price

The largest onshore project to date is the DUBAL aluminium smelter, which when finished will be 3km. long by 1km. wide. DUBAL is 80 per cent owned by the Dubai Government, 7½ per cent by the Japanese concern, Nissho Iwai, with 5 per cent in the hands of local interests. Main contractor for the project is British Smelter Constructors, an association of George Wimpey and Selection Trust, a U.K. finance group.

The price of the project has now been increased to \$612m. to include a desalination plant. Of this, \$225m. was raised by an internationally syndicated Eurodollar loan, and the sterling part, \$202m., was provided by Lloyds Bank International.

What will put Jebel Ali even

more firmly on the map is the new airport, which is planned to be the largest in the Middle East. It will be capable of handling 2,000 passengers an hour and 22 wide-bodied aircraft.

A much smaller plant, a steel fabrication complex, is also to be built by the Cleveland Bridge and Engineering Company of Co. Durham, in association with its local partner, Abdul Wahab Galadari. The plant will be using about 10,000 tons of rolled steel a year in the first stage of development and will be one of the most automated such plants in the world.

Still under study is a refinery at Jebel Ali which will have a preliminary capacity of 200,000 b/d or more. The investment for this project is to be on the same scale as the other projects in the area, a blend of Government capital and participation of international companies. Shortly to be signed by the Ruler also, is another joint venture between BICC and the Government for the establishment of a cable manufacturing plant.

What will put Jebel Ali even

more firmly on the map is the new airport, which is planned to be the largest in the Middle East. It will be capable of handling 2,000 passengers an hour and 22 wide-bodied aircraft.

A much smaller plant, a steel

fabrication complex, is also to be built by the Cleveland

Bridge and Engineering

Company of Co. Durham, in association with its local partner, Abdul Wahab Galadari. The plant will be using about 10,000 tons of rolled steel a year in the first stage of development and will be one of the most automated such plants in the world.

Still under study is a refinery at Jebel Ali which will have a preliminary capacity of 200,000 b/d or more. The investment for this project is to be on the same scale as the other projects in the area, a blend of Government capital and participation of international companies. Shortly to be signed by the Ruler also, is another joint venture between BICC and the Government for the establishment of a cable manufacturing plant.

What will put Jebel Ali even

more firmly on the map is the new airport, which is planned to be the largest in the Middle East. It will be capable of handling 2,000 passengers an hour and 22 wide-bodied aircraft.

A much smaller plant, a steel

fabrication complex, is also to be built by the Cleveland

Bridge and Engineering

Company of Co. Durham, in association with its local partner, Abdul Wahab Galadari. The plant will be using about 10,000 tons of rolled steel a year in the first stage of development and will be one of the most automated such plants in the world.

Still under study is a refinery at Jebel Ali which will have a preliminary capacity of 200,000 b/d or more. The investment for this project is to be on the same scale as the other projects in the area, a blend of Government capital and participation of international companies. Shortly to be signed by the Ruler also, is another joint venture between BICC and the Government for the establishment of a cable manufacturing plant.

What will put Jebel Ali even

more firmly on the map is the new airport, which is planned to be the largest in the Middle East. It will be capable of handling 2,000 passengers an hour and 22 wide-bodied aircraft.

A much smaller plant, a steel

fabrication complex, is also to be built by the Cleveland

Bridge and Engineering

Company of Co. Durham, in association with its local partner, Abdul Wahab Galadari. The plant will be using about 10,000 tons of rolled steel a year in the first stage of development and will be one of the most automated such plants in the world.

Still under study is a refinery at Jebel Ali which will have a preliminary capacity of 200,000 b/d or more. The investment for this project is to be on the same scale as the other projects in the area, a blend of Government capital and participation of international companies. Shortly to be signed by the Ruler also, is another joint venture between BICC and the Government for the establishment of a cable manufacturing plant.

What will put Jebel Ali even

more firmly on the map is the new airport, which is planned to be the largest in the Middle East. It will be capable of handling 2,000 passengers an hour and 22 wide-bodied aircraft.

A much smaller plant, a steel

fabrication complex, is also to be built by the Cleveland

Bridge and Engineering

Company of Co. Durham, in association with its local partner, Abdul Wahab Galadari. The plant will be using about 10,000 tons of rolled steel a year in the first stage of development and will be one of the most automated such plants in the world.

Still under study is a refinery at Jebel Ali which will have a preliminary capacity of 200,000 b/d or more. The investment for this project is to be on the same scale as the other projects in the area, a blend of Government capital and participation of international companies. Shortly to be signed by the Ruler also, is another joint venture between BICC and the Government for the establishment of a cable manufacturing plant.

What will put Jebel Ali even

more firmly on the map is the new airport, which is planned to be the largest in the Middle East. It will be capable of handling 2,000 passengers an hour and 22 wide-bodied aircraft.

A much smaller plant, a steel

fabrication complex, is also to be built by the Cleveland

Bridge and Engineering

Company of Co. Durham, in association with its local partner, Abdul Wahab Galadari. The plant will be using about 10,000 tons of rolled steel a year in the first stage of development and will be one of the most automated such plants in the world.

Still under study is a refinery at Jebel Ali which will have a preliminary capacity of 200,000 b/d or more. The investment for this project is to be on the same scale as the other projects in the area, a blend of Government capital and participation of international companies. Shortly to be signed by the Ruler also, is another joint venture between BICC and the Government for the establishment of a cable manufacturing plant.

What will put Jebel Ali even

more firmly on the map is the new airport, which is planned to be the largest in the Middle East. It will be capable of handling 2,000 passengers an hour and 22 wide-bodied aircraft.

A much smaller plant, a steel

fabrication complex, is also to be built by the Cleveland

Bridge and Engineering

Company of Co. Durham, in association with its local partner, Abdul Wahab Galadari. The plant will be using about 10,000 tons of rolled steel a year in the first stage of development and will be one of the most automated such plants in the world.

Still under study is a refinery at Jebel Ali which will have a preliminary capacity of 200,000 b/d or more. The investment for this project is to be on the same scale as the other projects in the area, a blend of Government capital and participation of international companies. Shortly to be signed by the Ruler also, is another joint venture between BICC and the Government for the establishment of a cable manufacturing plant.

What will put Jebel Ali even

more firmly on the map is the new airport, which is planned to be the largest in the Middle East. It will be capable of handling 2,000 passengers an hour and 22 wide-bodied aircraft.

A much smaller plant, a steel

fabrication complex, is also to be built by the Cleveland

Bridge and Engineering

Company of Co. Durham, in association with its local partner, Abdul Wahab Galadari. The plant will be using about 10,000 tons of rolled steel a year in the first stage of development and will be one of the most automated such plants in the world.

Still under study is a refinery at Jebel Ali which will have a preliminary capacity of 200,000 b/d or more. The investment for this project is to be on the same scale as the other projects in the area, a blend of Government capital and participation of international companies. Shortly to be signed by the Ruler also, is another joint venture between BICC and the Government for the establishment of a cable manufacturing plant.

What will put Jebel Ali even

more firmly on the map is the new airport, which is planned to be the largest in the Middle East. It will be capable of handling 2,000 passengers an hour and 22 wide-bodied aircraft.

</div

## DUBAI IX

Dubai, with some of the highest rents in the world, is concerned about the effect this will have on business. But the property market generally is much steadier than in Abu Dhabi.

## Property

The open  
has long  
operational  
sign changes

K  
  
H  
  
O  
ns

nals etc.  
etc.  
include  
Transport  
creation  
C.

t the  
option  
ov 5

s Division  
SW161EP  
Brelay G.

Co  
O

RO  
EL

with  
leisure  
y  
LTD.  
ical  
cial

AIT

ort.  
I  
ger.  
Street.  
IF

# National Bank of Abu Dhabi

(Leading bank in the United Arab Emirates)

offers

## a complete worldwide banking service

Head Office:

Sheikh Khalifa Street, Abu Dhabi

Branches:

ABU DHABI: Sheikh Khalifa Street, Sheikh Hamdan Street, International Airport, Hilton Hotel.

AL AIN: DUBAI (Deira Side); SHARJAH; FUJEIRAH; RAS AL KHAIMAH; KHOW FAKKAN.

Branches under foundation:

IN U.A.E.

Al Istiqlal Street, Abu Dhabi.

Clock Tower Branch, Al Ain.

Jebel Dhanna, Bada Zayed, Abu Dhabi.

Ajman, Umm Al Quwain.

Duba, Fujeirah, Dubai (Dubai Side).

Al Naqil, Ras Al Khaimah.

OUTSIDE U.A.E.

Doha, Qatar, London, U.K.

Alexandria, Egypt, Port Sudan, Sudan.

Amman, Jordan.

Mogadisho, Somalia.

Sanaa, North Yemen.

Total assets at 31st December 1976 exceed:

**UAE Dh. 7,000,000,000**

US \$1 = Dirham 4 approximately

Postal address: PO Box No 4, Abu Dhabi, United Arab Emirates.  
Cable address: ALMASRAFABUDHABI Telex: AH2265 and 2267

REPEATED ENQUIRIES for information from businessmen drawn by the obvious attractions and opportunities to be found today in the Emirate of Dubai reveal an acute lack of general knowledge of the legal structure of the area and an obvious concern to establish the broad parameters of the legal context in which to conduct their business.

Broadly, there are two categories of businessmen: the first seeks to deal exclusively with the area from outside and the other intends actually to carry on business in or from the Emirate of Dubai. In the first category are those who seek merely to undertake the supply of goods or services from abroad or to conclude agency arrangements with local residents for the local representation or distribution of their goods or services in Dubai and contiguous territories. In the second are those who wish to set up branches of foreign concerns or to establish locally sole proprietorships or partnership firms or to incorporate local corporate entities with limited liability, with or without indigenous participation.

It is essential first to examine briefly the history and background to the area and the constitutional and legal contexts in which Dubai finds itself today.

The Emirate of Dubai is a close second largest of the seven States previously comprising the Trucial States formerly in collective treaty arrangements with the U.K.

During that time, two quite separate legal jurisdictions existed side by side, the first administered by the local Sharia' (Islamic) Courts and the second by the British courts for the Trucial States. The basic law applied in the local courts was the Sharia' Law of Islam, while in the British courts, broadly speaking, it was English common law. Eventually, there came about the gradual British withdrawal, until final reversion of jurisdiction on Decem-

ber 2, 1971. On that date the United Arab Emirates was formed as a united, sovereign and independent, Islamic State and a federation (eventually, with the joining of Ras-Al-Khaimah in February, 1972) of the seven individual Trucial States, all of which co-existing thereafter in terms of a provisional Constitution for an initial period of five years, since extended to 1981.

Since federation, there has up to now been a great deal of new legislation with any direct bearing on the field of commerce and trade. This is due in large measure to the fact that most important legislative powers in this field now vest essentially in the Federation, while the Federal Government has been largely preoccupied with organising its own administrative and executive machinery and establishing its precise constitutional status.

Nevertheless, some Federal

law has been introduced notably the UAE Currency Board Law No. (2) of 1973, which is designed among other things to promote and foster a sound banking and financial system in the national interest by controlling and regulating the establishment of financial institutions.

This law is presently being reviewed and a new law

may be promulgated in the near future establishing the Board as a central bank and extending both its activities and its degree

of control over banking and monetary matters generally throughout the Emirates. More recently there has been passed a Federal Commercial Registration Law, which is no doubt the vanguard of further Federal

legislation dealing with the legal organisation of the corporate sector.

There is presently no exchange control and no far mon-

etary is foreseen. Additionally, while

the federation has power to im-

pose taxes, the only tax legis-

lation presently obtaining in

Dubai is the Dubai Income Tax

Decree 1969, which imposes a

liability to tax on all bodies

corporate wheresoever incor-

porated carrying on business in

Dubai. In practice, however,

this was designed for and does

in fact still apply only to oil-

producing companies and finan-

cial institutions.

It remains to be seen whether

special concessions may be

made in the case of offshore

banking units to whom restric-

tive banking licences have been

issued by the Currency Board,

but for the moment they are

treated as any other bank. In

order to enable bodies corpora-

te, whether incorporated in

Dubai or elsewhere, to clarify

their position under the above

tax law, however, it is normally

possible to obtain an applica-

tion (other than in those cases

mentioned above), certificates,

granting express exemption

from tax payable thereunder.

In addition, it has always

been and remains the declared

policy of a dynamic and very

much commercially orientated

Ruler actively to encourage all

parties seriously interested in

doing business with Dubai or

in establishing a constructive

business enterprise in the Emirate.

Moreover, a variety of incen-

tives can be and are made

available to those intending to

make a positive contribution to

the commercial growth and de-

velopment and to participate in

the fortunes of the area.

Decisions are given in the

form of written judgments.

An appeal lies against the

judgments given in the first

instance to the Appellate Court,

which is the supreme court for

the Emirate. An appeal is made

by the submission by the parties

of memoranda stating their

arguments, which memoranda

are normally drawn up and

settled by local counsel. No

further evidence is normally

taken or verbal argument heard

unless expressly requested by

the Appellate Court. The

decision of the Appellate Court

is final and binding.

The applicable law in each

of the above jurisdictions is

similar to the extent that the

basic law is the Sharia' Law

of Islam. The principal dif-

ference, however, is that while

the Sharia' Court looks more

to the strict principles of

Islamic jurisprudence in arriv-

ing at its judgments, the Civil

Courts can and do, at least

where no express legislation

exists, seek assistance from

local usage and custom and (in

accordance with the principles

of natural justice, law and

equity to which they are

statutorily directed) from the

general body of law and juris-

prudence obtaining in other

more sophisticated jurisdictions,

notably Jordan, Egypt, England,

and France.

Reverting to the context of

the first group of foreign

businessmen mentioned above,

namely, those seeking to do

business with the area, their

principal concern is understand-

ably what their position might

be in the event of a dispute or

difficulty arising in a contract

which they have concluded in

the Emirate. This raises ques-

tions of the enforceability of

contracts, the language, regu-

lation, the validity of a choice

of foreign law, arbitration and

the impartiality of the judiciary.

Obviously these are complex

questions. In principle, how-

ever, it may be stated that com-

mercial contracts properly

drawn up and upon which

advice has been sought in

advance will be respected by

the local courts. As has been said,

presence in the area, however,

the Courts in Dubai may reason-

ably be expected to apply the individual States (including the United Arab Emirates) did adopt a number of modern principles of civil law inherited in part from the British Jurisdiction, the most significant of which in the commercial field is clearly a respect an express choice of law and likewise will normally be a sophisticated and detailed codification of the law of contracts.

Since federation, there has up to now been a great deal of new legislation with any direct bearing on the field of commerce and trade. This is due in large measure to the fact that most important legislative powers in this field now vest essentially in the Federation, while the Federal Government has been largely preoccupied with organising its own administrative and executive machinery and establishing its precise constitutional status.

Nevertheless, some Federal law that a contract itself constitutes the legal parameters governing the relationship between the parties and is to be honoured and enforced in accordance with its terms. The impartiality of the judiciary is to be respected and admired.

At the same time, the courts of Dubai, in common with courts elsewhere, will resist any obvious ouster of their jurisdiction.

It may also be taken as an essential tenet of the applicable law that the contract itself

constitutes the legal parameters governing the relationship between the parties and is to be honoured and enforced in accordance with its terms. The impartiality of the judiciary is to be respected and admired.

The official language of the United Arab Emirates (and so also of Dubai) is naturally Arabic, but English remains in use.

Arabic is the natural language of the people, and English is used in commercial contexts, particularly in business documents and correspondence.

Nevertheless, some Federal law that a contract itself constitutes the legal parameters governing the relationship between the parties and is to be honoured and enforced in accordance with its terms. The impartiality of the judiciary is to be respected and admired.

The official language of the United Arab Emirates (and so also of Dubai) is naturally Arabic, but English remains in use.

## DUBAI XI

Dubai's open door policy has attracted business of a truly international flavour. Finding the right local partner can take several months of careful investigation but the effort is highly recommended and is necessary for success.

## Business trends

**BUSINESS** IN Dubai is a frequently to get rid of doubtfully easy exercise in adapting to local conditions when foreign banks are reported to be compared with other business more forthcoming, or reliable sources in the area. Although information about local business is considerably smaller than Abu Dhabi's, it has been through trade, involved in dealing with money and commerce for far longer. The discovery of oil has enabled it to expand beyond trade into industry. There have evolved laissez faire policies which have made it highly attractive to foreign companies. For the British in particular, it has been a successful and long-standing market. A number of companies can trace their history in Dubai back to the last century, and to-day British companies are handling many of the most important multi-million pound construction contracts.

Partnership laws in Dubai are easier than in the capital where a local partner is a legal necessity. Its open door policy to business has given Dubai a truly international flavour, and it is highly likely that the visiting foreign businessman may find himself negotiating with a Pakistani, Indian or English general manager, and not a local Arab at all. On the list of board members of the Dubai Chamber of Commerce, the names of prominent locally established Indians appear alongside the Dubai merchants. For Sheikh Rashid welcomes all provided they are prepared to work towards the commercial success of his Emirate.

**Task**

Although a local partner is not necessary in Dubai, it is highly recommended. A local partner can search out business for a foreign company and provide the necessary financial background on potential customers. Assessing the creditworthiness and standing of local citizens can be a very difficult task without an inside source. As Dubai's merchant families surround their business affairs with the utmost secrecy, most avoid publicising even their grander projects. One of the major sources of information and contracts is the "majlis", where Sheikh Rashid receives his subjects informally.

Dubai has been one of the five glowing reports of their can be your representative and British contractor because of its clients as a gesture of loyalty, say to the ground. The local preference for negotiated contracts also in an strengthen of the British companies.

involved, Ahmed Baqir, the managing director of the Dubai Transport Company, in the massive Jebel Ali projects first heard about Sheikh Rashid's ideas for the area at the majlis; he goes every working day at six in the morning, and has done so far over ten years.

## Attendance

Finding the right local partner can take several months of careful investigation. One newly established British contracting company in Dubai

made three or four trips a month for several months before choosing a partner. "But once you are signed up, one managing director of a major British building company goes

at least three times a week when in Dubai. Sheikh Rashid likes his jokes. However for most expatriates, attendance at the majlis is limited to twice a year, at the major Muslim feasts of Eid.

Getting your company's name on to the books of a major merchant family is one thing, but getting your agent to market the product adequately and efficiently is another. It is likely that if your product is similar to one already marketed in the area, there might be difficulties in tying up an agency arrangement with a reputable local partner, if the product requires a hard sell to compete against existing items already in the market.

The newcomer might also find his company way down on the list of clients when some local companies can handle a hundred or more products and organisations. There is also a desperate shortage of skilled salesmen in the area, and it is not unknown for a salesman to know very little about the product he is selling, let alone the adaptations of it. Thus the more sophisticated the product, the more necessary it might be for local salesmen to be sent on training courses or for the marketing representatives of the foreign company to make regular visits. Normal Western advertising techniques have proved very successful in the consumer field here, but it is also not unknown for such items as heavy duty lorries and other engineering equipment to be marketed through the medium of television which is the cheapest avenue of publicity of even their grander projects.

Even local bank managers face problems in this respect, check

"majlis", where Sheikh Rashid receives his subjects informally.

Dubai has been one of the five glowing reports of their can be your representative and British contractor because of its clients as a gesture of loyalty, say to the ground. The local preference for negotiated contracts also in an strengthen of the British companies.

For government projects, the ruler, Sheikh Rashid, tends to get the contractors working first and sign the contracts after, which is what happened in the case of the Jebel Ali projects. Abu Dhabi, in comparison, goes for the international tender, which is where the British contractors have not been doing so well. In Dubai, U.K. companies have the advantage of being established and thus mobilisation is not such a lengthy or expensive process.

It is not unknown for foreign businessmen to attend the majlis regularly either; one managing director of a major British building company goes at least three times a week when in Dubai. Sheikh Rashid likes his jokes. However for most expatriates, attendance at the majlis is limited to twice a year, at the major Muslim feasts of Eid.

Getting your company's name on to the books of a major merchant family is one thing, but getting your agent to market the product adequately and efficiently is another. It is likely that if your product is similar to one already marketed in the area, there might be difficulties in tying up an agency arrangement with a reputable local partner, if the product requires a hard sell to compete against existing items already in the market.

The newcomer might also find his company way down on the list of clients when some local companies can handle a hundred or more products and organisations. There is also a desperate shortage of skilled salesmen in the area, and it is not unknown for a salesman to know very little about the product he is selling, let alone the adaptations of it. Thus the more sophisticated the product, the more necessary it might be for local salesmen to be sent on training courses or for the marketing representatives of the foreign company to make regular visits. Normal Western advertising techniques have proved very successful in the consumer field here, but it is also not unknown for such items as heavy duty lorries and other engineering equipment to be marketed through the medium of television which is the cheapest avenue of publicity of even their grander projects.

Even local bank managers face

problems in this respect, check

"majlis", where Sheikh Rashid receives his subjects informally.

Dubai has been one of the five glowing reports of their can be your representative and British contractor because of its clients as a gesture of loyalty, say to the ground. The local preference for negotiated contracts also in an strengthen of the British companies.

## DUBAI AND RANK: PARTNERS IN PROGRESS

Dubai's oldest football club will soon become Dubai's newest landmark. For the grounds of Al Nasr Football Club will be the site of the largest, most modern leisure complex in the area, under the distinguished patronage of the U.A.E.'s forward-looking Minister of Finance H.H. Sheikh Hamdan bin Rashid al-Maktoum.

Rank Leisure Services Ltd. is proud to have been appointed the Operating Managers of this exciting undertaking.

The Al Nasr Leisure Centre will provide superb facilities for sport and relaxation. There will be a skating rink equipped to house international ice shows. Eight modern bowling alleys. Six squash courts. A spacious shooting range. A games room. A whole cluster of water-sports facilities, including a wave-making pool, a water-slide, a free-flow pool...and even canal rides! And specially for the children, "The Magical Fruit Garden," an imaginatively planned themed play park.

The complex will also contain shops, kiosks and a full range of catering services. And for Club members, an elegant Club Room with gourmet restaurant.

The Al Nasr Leisure Centre: a superb example of Dubai enterprise and Rank know-how.



RANK LEISURE SERVICES LTD.,  
7 Great Russell St., London WC1B 3NL  
Telephone: 01-580 2010  
Telex: 22356 Rankserv

RANK LEISURE SERVICES LTD.,  
C/O PO Box 3921, Dubai, U.A.E.  
Telephone: 8131-2  
Telex: 6376 Trace DB

Puerto Rico France Antigua Canada  
Australia Barbados Central Africa  
Hong Kong Cayman Islands St. Croix  
Trinidad & Tobago The Netherlands  
United Arab Emirates (Dubai)

Grenada Colombia Dominica Germany  
Bahamas St. Vincent United Kingdom

St. Kitts Jamaica Thailand Belgium

Montserrat Guadeloupe Saint Lucia

Venezuela Singapore

Guyana

Japan United States

Panama

Dominican Republic

Lebanon

U.S. Virgin Islands

Brazil

Channel Islands

Belize

Martinique

Haiti

Argentina

Egypt

The helpful bank

as part of the

local scene

in over 40 countries.

From Freeport to St. Peter Port, from Singapore to Paris, we've established a solid reputation as Canada's leading international bank. So wherever your business horizons broaden, you'll find us waiting, and ready to be helpful.

K.B.



THE ROYAL BANK OF CANADA  
Canada's Leading International Bank.

PO. Box 3614, Deira, Dubai, U.A.E.  
Head Office: Place Ville Marie, Montreal.  
Offices in New York, London, Paris, Toronto and in more  
than 40 other lands.

# When the Financial Times looks at the Middle East, you get a lot more than the news.



And we look at the Middle East practically every day. Its politics, personalities, business, trade and industries.

The result is the widest, most informed coverage of the Middle East you're likely to find in any English-language newspaper.

Besides the latest news, the Financial Times also reports on various Middle East countries and areas of interest through regular Surveys.

Past FT Middle East Surveys have been reprinted in book form (copies of the book are available from our London office).

And the list of those appearing in the FT during the first six months of this year shows our interest continues unabated.

So if keeping up to date with the Middle East is important to you, keep up to date with the Financial Times.

#### Middle East Surveys appearing in the Financial Times (May–August 1977)

Jordan	May	Algeria	June	Arab Unity, Co-operation
United Arab Emirates	June	Egypt	July	and Development
Iran	June	Arab Banking & Finance	July	Construction in
				the Arab world August

For details of how to advertise in these surveys contact:

Laurette L. Lecomte-Peacock,  
at the address below,  
on extension 515

**FINANCIAL TIMES**  
EUROPE'S BUSINESS NEWSPAPER

Bracken House, 10 Cannon Street, London EC4P 4BY.  
Telephone 01-248 8000.

Chel, 15/5

# A 'rank and file TUC' shows its teeth

By Arthur Smith, Midlands Correspondent

BILLED AS "the rank and file level of around 4,000 full time Trades Union Congress," the major conference held in Birmingham's town hall yesterday was in a period when Mr. Jack Jones has been campaigning within the Transport and General Workers' Union for greater shop steward power. Pay negotiations have become more and more centralised, determined largely by talks between the TUC and Government.

The shop floor union machinery has therefore been deprived of its traditional pay negotiating role. At the same time the local full-time union officials have also lost influence to the shop stewards, who are well trained and have time to pursue issues. They tend not to call in union officers to handle disputes. Moreover, unlike the officer who is dependent upon the official union machinery, the shop steward has an independent power base and a much narrower loyalty to a particular group of workers.

Union leaders have been conscious of these trends. Their concern has been to contain the stresses. More recently and on a larger scale, the 3,000 striking Leyland toolmakers posed a similar challenge.

The conference yesterday provides at all illustrates the stresses which five years of almost continuous wage restraint at a time of inflation have placed upon the trade union movement. In addition to the well-publicised grievances caused by the compression of differentials and the erosion of living standards, there have been important if unheralded, changes in shop floor representation, with a rapid increase of the number of full-time shop stewards.

In manufacturing industry alone, the number of stewards has more than doubled in the past ten years to around 5,000 compared with a fairly stable

land and South Wales. Railways, dockers, building workers and white collar staff also attended.

The conference, which according to the resolutions adopted by the 1,700 delegates, is only the start of a protracted campaign against any form of wage control, was well timed. The purpose is to influence the forthcoming round of union conferences and mobilise opinion against another instalment of pay policy when the current phase runs out on July 31.

The decision by the Leyland stewards to take the initiative in influencing the climate of the debate stems from a resentful conviction that they were rushed into accepting Phase Two of the policy.

Judging from the speeches at yesterday's meeting, shop stewards are certainly not in the mood to moderate their claims in return for the tax concessions offered last week by Mr. Healey. Indeed, the views expressed in the town hall will strengthen the hand of those union leaders who argue that it would be reckless for the TUC to frame an agreement with the Government until the major conferences have delivered their verdicts.

For Mr. Derek Robinson, the Communist chairman of the unofficial body on which the Leyland combine, the convening of the conference was something of a personal triumph. It was the 20,000-strong Longbridge workforce, where he is convenor, that set things rolling by passing a resolution calling for an end to pay restraint. By the time it had reached the agenda of the conference in February, another resolution had been forwarded from the 11 Rover factories demanding a national conference at which the support of other workers could be sought.



Mr. Arthur Scargill, the Yorkshire Miners' leader, and Mr. Derek Robinson, the Communist chairman of the Leyland shop stewards' Combine.

Recommendations for the conference and a mass lobby of Parliament on April 20 were drawn up by the officers of the combine: Mr. Robinson, Mr. Peter Nicholas, a Communist convenor from Rover, Mr. Les Gurney, a moderate from Cowley, and Mr. Eddie McGarry, a Labour man and former chairman of the Combine. Support from the 300 stewards was overwhelming, but the resolution calling for efforts to break Phase Two and put by added: "The vast majority of

our people want nothing to do with Communism."

The role of Mr. Robinson and the attitude of the Communist Party towards Leyland and the pay policy is nevertheless interesting. He believes the revolution will come, but not as the result of the collapse of Leyland. Quietly spoken, but with a heavy Black Country accent, he chooses his words carefully: "We want a strong industrial Britain in which to build socialism. Leyland is the natural successor as Longbridge's convenor when Mr. Etheridge retired at the end of 1974. The party branch at Longbridge meets monthly, and the executive committee, which includes Mr. Robinson, meets weekly to determine policy and issue pamphlets. For the Communist Party and the Leyland

stewards as a whole, there is no inconsistency between the commitment to save the company and the campaign to remove it from the control of management. We have to raise the size of the current crisis could concentrate minds sufficiently to make it possible to hammer out the principles of a phased reform of bargaining and pay structures.

The unions will give top priority to their demand for the introduction of some form of incentive into the measured day-work system of payment.

"It's all very well to get all the workers into the plant. You have got to give them the incentives to pull out the reserves of effort while they are there," Mr. McGarry insists.

The Leyland stewards argue that workers are probably operating at only three-quarters of capacity under the 12-month rule, it has been impossible to achieve a common starting date for agreements. There are now some 138 meetings of Communists within bargaining units conducting ne-

gotiations throughout the year, usually, perhaps, three times a year. The company has also been pre-

pared, usually by Mr. Bert Ramelson, the Party's industrial organiser. "We usually react to the same work, regardless of particular situations, but this plant. The gap between the Solihull and Longbridge workshops must change. We need to meet hull and Longbridge together regularly to discuss issues in now in a week.

These issues, plus the well-known problem of differentials, are scheduled for discussion under the agreement being negotiated. These issues, plus the well-known problem of differentials, are scheduled for discussion under the agreement being negotiated. These issues, plus the well-known problem of differentials, are scheduled for discussion under the agreement being negotiated.

Mr. Robinson smiles at the suggestion that such meetings between the management and the Confederation of Shipbuilding

should show them that this is their company and they can manage it under the rigours of incomes policy and control it."

Under the 12-month rule, it has been impossible to achieve a common starting date for agreements. There are now some 138 meetings of Communists within bargaining units conducting ne-

gotiations throughout the year, usually, perhaps, three times a year. The company has also been pre-

pared, usually by Mr. Bert Ramelson, the Party's industrial organiser. "We usually react to the same work, regardless of particular situations, but this plant. The gap between the Solihull and Longbridge workshops must change. We need to meet hull and Longbridge together regularly to discuss issues in now in a week.

These issues, plus the well-known problem of differentials, are scheduled for discussion under the agreement being negotiated.

Mr. Robinson smiles at the suggestion that such meetings between the management and the Confederation of Shipbuilding

## Letters to the Editor

### Retail price index

From Mr. D. Charters.

Sir.—With most observers, including the unions and the Press, watching the correlation between the Retail Price Index and wage levels it seems sensible to me that a secondary index should be constructed.

Over the past year a considerable proportion of the rises in the Retail Price Index have been induced by the Chancellor's budgetary shifts and it is hardly reasonable that increases in indirect taxation should be lumped together with increased raw material and labour costs when assessing the speed of rising prices. If indirect taxation is to rise at the expense of direct taxation, as the Budget suggested, the whole comparison becomes a farce.

A secondary index (or even a new index altogether) would soon solve this problem and could result in a very much smaller proportion of dissatisfied voices in the population.

D. P. Charters,  
Investment Research,  
28, Pantom Street,  
Cambridge.

### Higher rates of interest

From Mr. P. Thompson.

Sir.—Many building societies charge a higher rate of interest on loans over £10,000. The effective marginal rate can therefore be very high.

With my building society, for example:

Annual interest on £10,000 loan at 12.50 per cent. = £1,250
Annual interest on £11,000 loan at 13.50 per cent. = £1,485
Interest on extra £1,000 = £235
<b>Effective marginal interest rate = 23.5%</b>

I have not been able to obtain a satisfactory explanation for the higher rate and can only assume that the building societies feel that they can get away with it politically. Not only the interest rates are falling and funds are flowing freely in the societies, the Building Societies' Association should recommend a cessation of this arbitrary extra tax.

People likely to require mortgages over £10,000 in future should ensure that their deposits are placed with building societies which do not follow this practice.

P. J. Thompson,  
5, The Bramleys,  
Sheprey, Rayton,  
Herts.

### Money for housing

From Mr. M. Scheiner.

Sir.—Mr. Widdowson, the research officer of Shelter, writes (March 31) that "the majority of the homeless suffer from nothing more than the lack of a home." He criticises local authorities for not doing more to make cheap accommodation available. Yet what does Shelter itself do? The annual report states that it is "engaged in the relief of hardship and distress among the homeless . . . I would have thought that the straightforward way to do this was to buy inexpensive houses and to make them available to the homeless. In fact, it is clear from the accounts that the charity does not own any houses. Where, then, does the money go?" Astonishingly, out of total in-

come, in the year ended June driver would have contravened of being anti-profit, anti-risk, let me nail my colours to the mast and the artiste is assessable in respect of subsidies, bad debts and investments. Salaries came to £115,000. The balance of the income, plus a £50,000 dip into accumulated funds, was allocated to 19 housing associations and services and 14 projects including "advisory service for squatters."

The figure which Mr. Widdowson quotes for the numbers of homeless households in 1976—51,000—would seem a severe indictment of Shelter's methods over 10 years and perhaps, too, of the wrongheaded Housing Act 1974 for which it so successfully lobbied.

M. Scheiner,  
9 Cascade Avenue, London, N.10.

### Profits from abroad

From Mr. R. Bruce Lockhart.

Sir.—Is it not time we had a Chamberlain who not only paid lip-service tribute to profits made abroad but who also properly rewarded those companies which earn our main foreign currency earners?

It is true that the Treasury is now apparently freeing from dividend control those companies which earn 80 per cent. of their profits overseas. But what of those earning 50 per cent., 60 per cent., 70 per cent. or even 80 per cent. abroad (companies such as Reckitt and Colman which announced results this week with 82 per cent. earned overseas)? Is a sliding scale for permitted dividend increases related to overseas profits beyond the wit of the Treasury moguls to devise?

To take the point further, although admitting the considerable administrative problems involved, similar scales related to overseas profits could also be applied to corporation tax and even to employees' PAYE tax.

With an imaginative Chancellor, the perennial myth of an export-led boom could be turned into a reality.

R. N. Bruce Lockhart,  
Castello Parsons and Co.  
12, Finsbury Square, E.C.2.

### Those driving hours

From The Director General, Confederation of British Road Passenger Transport.

Sir.—The letter from Mr. B. Gill (March 31) contains errors which must be corrected.

Britain is not "flouting" EEC drivers' hour regulations. The number of drivers has, of course, deferred its application to Britain's internal transport operations (currently to December 31, 1977). Contrary to Mr. Gill's suggestion, coaches on international journeys have complied with EEC regulations since April 1, 1973. The only problem is that tachographs and no way attributable to transport operators.

More significantly, Mr. Gill's assumption that the regulations only apply to "excursion coaches" is incorrect—and illogical—and invalidates most of his subsequent comments. The regulations only exempt regular services with routes not exceeding 50 kms (31 miles) and many British bus and coach routes are longer. In addition, many drivers combine duties on exempt services with those coming within scope of the EEC regulations.

For example, in one rural bus depot it was found that, although only 33 per cent. of rostered drivers were "in scope" the good small firms

form part of a single profession and the artiste is assessable in the U.K. on the whole of his earnings including overseas earnings.

It was hoped that the Chancellor would be able to grant some relief for self-employed people in this connection but there is nothing in the Budget speech or Inland Revenue press release which indicates that he has in fact done so.

E. G. Wood,  
16, Fitzalan Square, Sheffield.

### High Street shops

From The General Manager, Elsie Mae.

Sir.—I find myself in complete accord with the sentiments expressed by Sarah and Robert Holland (March 31) regarding building society interest rates. Why should I pay such an exorbitant premium merely to help my society maintain a costly presence in the High Street—costly because it has largely been responsible for forcing up High Street rentals in the face of competition from bona fide retailers?

These rentals in turn are in the process of pricing retailers like this company off the High Street or even out of business altogether—local councils must bear part of the blame for allowing this situation to develop in the first instance and one doubts whether the pendulum can swing back. Do the societies themselves not have enough social awareness that the spread of dead frontages cannot be halted?

If it is not, then the soulless character of our city centres will never improve.

W. S. C. Hunter,  
30, Reform Street, Dundee.

### The merger mania

From The Director, Centre for Innovation and Productivity.

Sheffield City Polytechnic.

Sir.—Mr. Stacey (March 29) is right in saying that some mergers are better than others. But profitability is not the only test of a good merger. How many loyal, conscientious managers have found themselves on the scrapheap as a result of mergers? How many hard working workers have lost their jobs? How many customers have been obliged to change their supplier or had their choice restricted? These things may show up well in the profit and loss account but they don't necessarily benefit the nation.

Even more important, to what extent has the merger mania played into the hands of those who want a bureaucratic collectivist state? Mr. Stacey may live to regret his actions when, if past trends continue, the last small firm disappears in the wake of a giant and, with it, the last vestiges of personal freedom.

Some mergers make economic sense and, with good management, the personnel problems can be dealt with sensitively. But what Britain needs now is a spate of company divorces to unscramble the unhappy marriages. There are signs that politicians are now aware of the need to break up some of the unnecessarily large organisations.

For example, in one rural bus depot it was found that, although only 33 per cent. of rostered drivers were "in scope" the good small firms

### Benefits for the stars

From Mr. J. W. Smith.

Sir.—I would like to draw your attention to a mistake which appeared in one of the articles on the budget (March 30, Page 6). Under "Under the new tax rules a deduction is only allowed for tax purposes if the earnings are from a separate employment the duties of which are entirely abroad. A self-employed singer who goes to New York for a month therefore receives 25 per cent. tax free."

By definition, self-employed singers are not "employed" when in New York and does not receive a deduction. Perhaps even the whole of the special products division of British Leyland.

I would have thought that this apportionment might perhaps have better been used to describe the remainder of British Leyland or perhaps even the whole of the nationalised industries when "would no doubt have been available". Furthermore, the article in the initial BID.

Doris n. Brothman (ISTC 188) Alan H. Ward.

Established that all the professions have a professional activities of an artiste Kentsford Road, Kents Bank, resident in the United Kingdom Grange-over-Sands, Cumbria.

مكتبة من الأصل

### GENERAL

Treasury issues figures of UK official reserves for March.

Wholesale price index (March provisional) published by Department of Industry.

National Union of Mineworkers' sub-committee resumes consideration of proposed productivity scheme for submission to union's executive in May.

COMPANY RESULTS Glaxo Holdings (half year).

Ocean Transport and Trading (full year).

CBI Employment Policy Committee.

Sir Robin Gillett, Lord Mayor of London, visits London Metal Exchange.

PARLIAMENTARY BUSINESS House of Commons: Conclusion of Budget debate, including

resolution to increase petrol duty and vehicle excise duty.

Philomena Macrae gives piano recital at St. Lawrence Jewry next

March 30.

Sir Margaret Thatcher, Opposition leader, addresses Federation of Conservative Students conference, Royal Holloway College, Egham, Surrey.

OFFICIAL STATISTICS Motion on EEC document on social legislation and road trans-

port.

Organ recital by Arthur

Prichard, St. Michael Cornhill, E.C.3, 1 p.m.

Retail sales (February, final).

### To-day's Events

National Union of Mineworkers' sub-committee resumes consideration of proposed productivity scheme for submission to union's executive in May.

COMPANY RESULTS Glaxo Holdings (half year).

Ocean Transport and Trading (full year).

CBI Employment Policy Committee.

Sir Robin Gillett, Lord Mayor of London, visits London Metal Exchange.

PARLIAMENTARY BUSINESS House of Commons: Conclusion of Budget debate, including

resolution to increase petrol duty and vehicle excise duty.

Motion on EEC document on social legislation and road trans-

# COMPANY NEWS

## More growth for Henry Sykes

FURTHER progress is reported by Henry Sykes with taxable profit improving from £1,557,000 to a record £1,775,000 on sales better by £2.5m. at £12.1m. for the year to December 26, 1976.

Home sales increased to £10.32m. (9.0m.) and overseas sales from £2.32m. to £4.0m. representing 35 per cent of the total. At half time profit was slightly down at £733,000 against £783,000.

The current year has started well and the momentum of the second half of 1975/76 is being maintained, say the directors.

Stated earnings per 25p share were 10.4p (8.6p) before extraordinary charges of nil (£65,000) and a net final dividend of 1.06p lifts the total to 1.56p (1.42p).

Tax took £585,000 (£510,000) leaving a net profit of £690,000 (£578,000).

The company, which is public but unquoted, manufactures and hires pumps, well-pointing equipment, winches, pneumatic plant and marine propulsion units.

## Stern Osmat improves

ON SALES up from £20.72m. to £22.47m. Stern Osmat Group shows an advance in pre-tax profit of £92,062 to £222,988 for 1976.

The directors say that although it would be unwise to forecast for the current year, the group is in a sound condition and ready to take advantage of opportunities that may arise.

Stated earnings per 10p share were better at 5.0p (3.8p) after extraordinary credit of £9.756 (£15,747) 6.1p (4.3p). The Preference dividend absorbed £1.570 (same) and the Ordinary £1.50 (same).

Profit was struck after depreciation, directors fees, interest, vehicle and educational expenses amounting to £210,450 (£211,748). After tax of £22,905 (£201,855) and the extraordinary credit the attributable balance came out at £204,739 (£144,118), of which £191,319 (£130,608) was transferred to reserves.

The company, which is unquoted, has interests in hardware merchandising etc.

## Declarations of bonuses

The Equitable Life Assurance Society has kept its reversionary bonus rates unchanged for the three years ending December 31, 1976. The terminal bonus rate for 1977 also remains unchanged. The Society has also recalculated its premium rates on with profit policies, resulting in lower premiums for the longer term policies and higher for the short term contract.

The London Life Association has also declared an unchanged rate of bonus for the year commencing July 1, 1977 of 5.60 per cent. of the sum assured and

### BOARD MEETINGS

The following companies have noticed dates of Board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official notices are not always given, but directors' meetings are informal, or final and the subdivisions shown below are based mainly on last year's timetable.

## Pergamon Press upsurge

A JUMP in taxable profit from £619,000 to a record £2,651,000 is reported by Pergamon Press for 1976. Sales were ahead by £345m. at £12.73m. with the export content expanding 50 per cent. to £9.19m.

It is too early to give accurate information about trading in the current year says Mr. Robert Maxwell, the chairman, but he is confident that, subject to unforeseen circumstances, profit will be similar to that in 1976. He points out that at year end the accumulated deficit which for 1975 was £3.22m. had been turned into a surplus of £411,000.

He also announces the transfer of publication of the scientific journal Endeavour to the company from ICI.

Stated earnings per 10p share improved to 17p (4.5p).

The company, which is wholly owned subsidiary of Pergamon Holding Corporation, has interests in the publishing and printing of scientific, technical and educational books and journals.

## T. Witter continues to develop

Penetration of markets it was previously unable to supply, is being maintained by floor and wall covering manufacturer Thomas Witter and Company, and the directors' expectations are being realised to an increasing extent in the current year, Mr. H. Bowser, the chairman, tells members.

To keep abreast or ahead of competition, the company is sparing no effort in development of new products with which to expand profitability, Mr. Bowser adds.

As already reported for the year to November 30, 1976, pre-

## Expansion by Bridgwater Bldg. Society

Income including interest on mortgages up from £8.55m. to £8.31m., expanded to £10.23m. against £8.58m. for Bridgwater Building Society in 1976. After expenditure up from £8.05m. to £9.88m. there was a surplus of £528,000 compared with £50,000. Total assets reached £29.13m. (£25.51m.) and withdrawals of principal amounted to £28.55m. (£21.91m.). A sum of £18.48m. (£15.77m.) was advanced on a record 2,805 mortgages on freehold and leasehold properties, and at year end arrears were £1.081. Total assets showed an £11.62m. increase to £86.34m. of which investments and cash were £23.25m. (£21.46m.).

After sales, including £2.58m. in tax, £53,822 (£35,225) was added to general reserves, which at December 31, 1976 amounted to £1.81m. (£1.51m.).

The society has a newly completed head office in Bridgwater during the year and a new branch office was opened at Barn-

ett.

and dealings will commence on April 4.

Acceptances in respect of the cash offer for the EMI Ordinary shares to which accepting shareholders of Development Securities become entitled have been received in respect of 312,278 EMI Ordinary shares 2.6 per cent. of the EMI shares underwritten. The cash offer has now closed.

EMI intends to acquire any outstanding shares compulsorily.

## LOW & BONAR IN MALAYSIA

A joint venture company with an initial capital of £1m. for the manufacture in Malaysia of power transformers and switchgear has been set up between Bonar Long and Company, a subsidiary of the Low and Bonar Group, Dundee, and The National Electricity Board of the States of Malaya. Bonar Long has been a supplier to the Malaysian market for a number of years.

## DAWNAY/FLOREAT

Dawnay Day Group announces that acceptances have been received for 403,154 (10.8 per cent.) share in respect of the offer for Floreat Investments. Accordingly Dawnay Day and its subsidiaries now owns 2,677,973 (7.17 per cent.) shares in Floreat.

## NPK/CROSBY HOUSE

NPK Holdings is interested in a total of \$2,500 of the Ordinary shares of Crosby House equivalent to 10.34 per cent. of the Ordinary.



Sir Lindsay Alexander, chairman of Ocean Transport and Trading, which is due to announce to-day results for 1976.

tax profit increased 51.9 per cent. to £1.12m. on sales up 18.9 per cent. at £21.22m. The net dividend is £2.15331p.

Exports rose 10 per cent. during the year and the upward trend is expected to continue in 1977, the chairman comments. The subsidiary companies in South Africa and Ireland had satisfactory years and the Australian company showed a small profit.

Share Information Service

The following securities have been added to the Share Information Service appearing in the Financial Times:

Leon Berner (section: Engineering, Machine Tools); Prefd. Ord. and Options (section: Oils).

Imports, Machine Tools), Weeks Natural Resources (Ordinary, Prefd. Ord. and Options) (section: Oils).

Exports rose 10 per cent. during the year and the upward trend is expected to continue in 1977, the chairman comments. The subsidiary companies in South Africa and Ireland had satisfactory years and the Australian company showed a small profit.

Sungei Krian sees palm oil boost

Higher agricultural profits are forecast for the current year by Mr. John D. Barlow, the managing director of Sungei Krian Rubber Estate.

Natural rubber prices will probably improve but, in the short term they may drift until industrial activity expands its tells members in his annual statement.

As already reported for the 1976 pre-tax profit improved to £509,530 (£247,950) on sales of £11.00m. (£10.68m.), of which rubber was £0.46m. (£0.21m.) and palm oil £0.8m. (£0.46m.). The dividend is 50p. Working capital at year end showed an increase of £0.15m. (decrease £0.02) and quoted investments at market value were £1.61m. compared with book value of £0.95m.

Mr. Barlow says the estate had a satisfactory year and there was a record profit from oil palms of £303,000 due to a higher price for oil and a larger crop. The rubber crop from Somme estate was 22 per cent. ahead because the Malaysian Government lifted the ban on the use of yield stimulants.

The price received per kilo was 70 per cent. higher and the profit improved substantially, although it did not reach the 1974 record £134,000 because of higher export duty and increased wages. The average c.i.f. price of rubber was £1.55p (22.7p) per kilo during the year.

The c.i.f. price of rubber in January and February 1977 was 53p per kilo.

94% EXCHEQUER

The prospectus has now been published in respect of the issue of £800m. 94 per cent. Exchequer Stock 1982 at 397 per cent. Applications for amounts up to £2,000 of stock must be in multiples of £100; applications for amounts between £2,000 and £25,000 of stock must be in multiples of £500; applications for more than £25,000 stock must be in multiples of £1,000. A separate cheque representing a deposit of 15 per cent. of the nominal value of the amount applied for must accompany each application.

## THOMAS WITTER AND COMPANY, LIMITED

Manufacturers of Smooth-surfaced Floor Coverings including Balatum, Roofing Felt, Packaging Board, Carpets, etc.

### TURNOVER AND EXPORTS INCREASED

### PROFIT UP 51.9%

The 79th Annual General Meeting of Thomas Witter and Company, Limited, was held on April 1st at Chorley. The following are extracts from the circulated statement of the Chairman, Mr. H. Bowser.

Group pre-tax profits for the year to 30th November, 1976, amounted to £1,123,273, representing an increase of 51.8% over the previous year. Turnover for £1,223,000 was 18.9% more than last year.

The Board recommends a final dividend of 2.1653125p per share, making a total for the year of £2,153125p, which, with its associated tax credit, is equivalent to a gross dividend of 17.325%, the maximum allowed under current regulations, leaving a retained profit for the year of £248,249.

In my last report I stated that henceforth we could cater for markets which hitherto we have been unable to supply.

The results for the past year, despite an industrial dispute which halted production and deliveries, indicate that our expectations have been, and still are, to an increasing extent, being realised.

Exports, excluding Inter-Group sales, were increased by 21%, and we expect this upward trend to continue throughout the current year.

Our Subsidiary Companies in South Africa and Ireland had satisfactory years and our Australian Company again showed a small profit.

Being acutely conscious of the need to keep abreast or ahead of the market, we are sparing no effort in the development of new products in order to expand profitability and safeguard the future interests of our shareholders and employees.

## OTTOMAN BANK

NOTICE IS HEREBY GIVEN that, in accordance with Article 28 of the Statutes, the ANNUAL GENERAL MEETING of Shareholders will be held on WEDNESDAY, the 4th May, 1977, in THE GREAT EASTERN HOTEL, (ESSEX ROOM), LIVERPOOL STREET, LONDON E.C.2. at 12.30 p.m. to receive a Report from the Committee with the Accounts for the year ended 31st December 1976; to propose a Dividend; and to elect Members of the Committee.

By Article 27 of the Statutes the General Meeting is composed of holders, whether in person or by proxy or both together, of at least thirty shares, who, to be entitled to take part in the meeting, must deposit their shares and, as may be necessary, their proxies, at the Head Office of the Company in Istanbul or at any of the various branches or offices abroad (in London at 23 Fenchurch Street, EC3P 3ED; and in Paris at 7 rue Meyerbeer, 75009) at least ten days before the date fixed for the Meeting.

The Report of the Committee and the Accounts which will be presented to the General Meeting are available to the Shareholders at the Head Office in Istanbul and at the offices in London and Paris.

R. A. SUTCH  
Secretary to the Committee

4th April 1977

## THE SCOTTISH EASTERN INVESTMENT TRUST LIMITED

The Fifty-second Annual General Meeting of The Scottish Eastern Investment Trust Limited will be held on Monday 25th April 1977 at the offices of the company, 29 Charlotte Square, Edinburgh, Mr. A. Logan McClure (the Chairman) presiding.

The following are extracts from the Directors' Report for the year to 31st January 1977:

**DIRECTORS**  
Mr. W. J. R. Govett was appointed to the board on 7th February 1977. Mr. Govett is Chairman of the investment advisory firm of John Govett & Company Limited, in London.

**REVENUE** — The increase in Total Revenue from £3,325,054 to £3,923,307 is due mainly to higher dividends from the Trust's equity holdings and currency gains on overseas income. After charging interest on borrowed money, management expenses and taxation, the revenue available for distribution amounts to £2,033,964 compared with £1,713,263 previously.

**DIVIDEND** — The Directors recommend a final dividend of 2.50p per Ordinary Share which, with the increased interim dividend, makes 3.50p for the year, compared with 3.00p last year. After payment of the dividend the revenue carry forward is increased by £100,000.

**VALUATION** — At the year-end, the total assets attributable to Ordinary Shares was £75,012,408 compared with £78,217,776 last year. Based on these figures, the Net Asset Value of an Ordinary Share was 142p compared with 145p a year ago.

The Net Asset Value represents as accurately as possible the amount of assets less liabilities at work per share on the Balance Sheet date. It should not be construed as the "break up" value or amount realisable on liquidation.

### THE YEAR IN BRIEF

	1977	1976
Total Revenue	£3,923,307	£3,325,054
Earned per Ordinary Share	3.50p	3.10p
Paid per Ordinary Share	3.50p	3.00p
Total Net Assets attributable to Ordinary Shares	£75,012,408	£78,217,776
Net Asset Value of each Ordinary Share	142p	145p
Prior charges at par	142p	145p
Prior charges at market value	149p	155p
Number of Ordinary Shareholders	9,300	10,200

29th March 1977

JPL, in 15/50

### TENNIS

## Dibbs heads for Dallas

LONDON HAS again proved a fine Nestage. Gerulaitas remains break only moving in to victory. In the deciding set, the 26-year-old from veteran Australian, Ken Rose-Dibbs, the eighth place, is eight on 250.

Surprise winner of the 1975 Dewar Cup at the Royal Albert Hall, where he beat Jimmy Connors in a seat arena, won the inaugural tennis tournament at Earls Court with a 7-6, 6-7, 6-4 victory against Vilas (U.S.).

This was the final of the world series tournaments, one of the qualifying events for next month's WCT finals at Dallas for the top eight men. Victory gave Dibbs \$30,000, twice as much as Gerulaitas won, and raised him to seventh place in the points list.

With only three more tournaments to be played, Dick Stockton (U.S.), a Gerulaitas victim in the semi-final this week, heads





# **AUTHORISED UNIT TRUSTS**

## **OFFSHORE AND OVERSEAS FUNDS**

مكذا من الأصل

# Businessman's Diary

## U.K. TRADE FAIRS AND EXHIBITIONS

Date	Title	Venue
Apr. 19-21	Heating & Ventilation Exhibition	West Centre Hotel, S.W.6
Apr. 19-21	Electronics Exhibition	Grosvenor House, W.1
Apr. 19-21	Audio Visual at Work Exhibition	Wembley Conf. Centre
Apr. 19-24	High Fidelity '77 Exhibition	Heathrow Hotel
Apr. 20-22	Offshore Repair & Maintenance Exhibition	Metropole Centre, Brighton
Apr. 24-30	Int. Food Manufacturing & Machinery Exhibition	Nat. Exbn. Centre, Bham.
Apr. 25-29	Small Part Production Exhibition	Nat. Exbn. Centre, Bham.
Apr. 25-29	Int. Fire Security & Safety Exhibition	Olympia
Apr. 25-29	Electronic Production Equipment Exhibition	U.S. Trade Center, W.1
Apr. 28-May 6	Foundry '77 Exhibition	Nat. Exbn. Centre, Bham.

## OVERSEAS TRADE FAIRS AND EXHIBITIONS

Apr. 14-23	International Trade Fair
Apr. 17-24	International Food Fair
Apr. 18-24	International Spring Fair
Apr. 20-28	Hanover Fair '77
Apr. 21-May 1	Int. Building & Public Works Exhibition
Apr. 23-May 3	International Motor Exhibition
Apr. 23-May 8	Brussels Trade Fair
Apr. 30-May 15	International Trade Fair
May 2-6	Offshore Technology Exhibition & Conference

## BUSINESS AND MANAGEMENT CONFERENCES

Apr. 5	Imperial College: Financial Management
Apr. 6	London Business School: The Bullock Report
Apr. 6	The Offshore Centre: Offshore U.S.A.
Apr. 7	Inter-Bank Research Organisation: Financial Decision Making on a Group Wide Basis
Apr. 12-13	Financial Times: Norwegian Journal of Commerce and Shipping: Oil and the Norwegian Economy
Apr. 13-14	Queen Mary College: Commercial Operations in Europe
Apr. 13-15	Leeds University: The Computer in Transport Management
Apr. 14	Henley Centre for Forecasting: The Budget
Apr. 14-15	World Trade Institute: Export Documentation, and Finance
Apr. 15-18	Institute of Personnel Management: Government Intervention in Industrial Relations
Apr. 18	Dunchurch Industrial Staff College: Export Management
Apr. 19	Legal Studies & Services: Exporting Goods and Services to the U.S.A.
Apr. 19-20	Financial Times: Industrial Relations in 1977
Apr. 20	Agra Europe: The CAP & the U.K. Food Industry
Apr. 20	Business Intelligence Services: Computer People - the 1980s
Apr. 21	Institute of Chartered Accountants: International Accounting Standards Conference
Apr. 21	London Chartered Accountants: The Stock Exchange
Apr. 25-29	P-E Consulting Group: Sales Management and Sales Training
Apr. 25-29	Coverdale: Practice of Management Principles
Apr. 26	Association of Certified Accountants: Financial Modelling in Industry
Apr. 26-27	Professional Business & Industrial Management Studies: Cash & Credit Control
Apr. 27	Industry & Business Analysis: Company Pension Policy
Apr. 28	European Study Conferences: Regional Weightings and Allowances
Apr. 28	CBI: Opportunities for Trade & Investment in French Speaking Africa
Apr. 29	Investment & Property Studies: Tax Planning for Trusts
May 4-6	Seminar Services International: Tax Planning Conference
May 5-6	Business & Industrial Training: Vehicle Recovery
May 8-11	International Association of Financial Executives - World Congress

## This week in Parliament

### TODAY

Commons: Conclusion of Budget Debate. Motion on EEC documents on social legislation and road transport.

Select Committee: Expenditure, Education, Arts and Home Office Sub-Committee. Subject: Attestments of the school leaver. Witnesses: G.C.E. Boards, Standing Conference of Regional Examination Boards (11.30 p.m., Room 13).

### TO-MORROW

Commons: Debate on teacher training colleges in Scotland. Debate on Mr. Agee and Mr. Hosenball. Opposed private business.

Select Committee: Committee on European Legislation. Witness: Mr. Michael Foot, to be questioned on European legislation generally (10.30 a.m., Room 5).

### WEDNESDAY

Commons: Debate on White Paper on sport and recreation. Select Committee: Expenditure, Social Services and Employment Sub-Committee. Subject: Job Creation Programme. Witnesses: National Union of Teachers (£.30 p.m., Room 15).

### THURSDAY

Commons: House meets at 11 a.m. Questions until 12 noon. Then various adjournments debates until 5 p.m. House then adjourns for Easter Recess until Tuesday, April 19.

## OBITUARY

### Viscount Radcliffe

Viscount RADCLIFFE, former Lord of Appeal and head of many official inquiries and committees, died on Saturday at his home in Warwick, aged 78.

One of the great lawyers of his time, only two years ago he headed the committee of Privy Counsellors who reported on Ministerial memoirs.

A Lord of Appeal from 1949 to 1964, his peerage was created in 1962, he was occupied for eight years of this period in the full-time chairmanship of committee.

He was a civil servant during the 1939-45 war, becoming director-general of the Ministry of Information, and was knighted in 1944. He played an important part in the division of the Indian sub-continent, chairing the

Punjab and Bengal Boundary Commission.

Among the many subjects Lord Radcliffe's committees were involved in were Taxation of Profits and Incomes, the BBC and the Monetary and Credit System.

But it was mainly for Security inquiries that he will be remembered. He presided over investigations which followed the Portland and George Blake spy affairs, and headed the tribunal set up following the conviction of John Vassall, the Admiralty spy.

He also chaired the controversial inquiry into the Daily Express "D" notice affair in 1967 when he crossed swords with the Government.

Lord Radcliffe was married but had no children.

### Rethink of racial attitudes urged

RACIAL inequalities are "creeping into some local authority services, including council housing," according to the Community Commission.

In a newly published booklet, the commission urges councils to rethink their attitudes to racial minorities. "We stand

in danger of allowing our society to develop into one in which inequalities persist between racial groups and become sources of tension and conflict."

The Multi-Racial Community - a guide for local councillors. The Community Relations Commission.

## APPOINTMENTS

### Warburg executive directors

Mr. B. A. Brandt, Mr. J. F. Difford, Mr. J. D. Goodwin, Mr. T. R. N. Harrison-Topham, Mr. R. G. Ward and Mr. G. E. J. Wood have been appointed executive directors of S. G. WARBURG AND COMPANY.

Mr. M. R. Denison has now retired from the Board of FIRST NATIONAL FINANCE CORPORATION upon completion of his secondment from National Westminster Bank. Mr. L. S. Dyer, seconded from Lloyds Bank, has been appointed to the Board of FNFC as managing director, as previously foreseen. Mr. G. H. Birch, seconded from Midland Bank, has also joined the FNFC Board.

\* Mr. L. C. Phillips, Mr. N. H. Sauer, Mr. J. R. Clark and Mr. J. R. Groom, associated members of SEYMOUR PIERCE AND CO., stockbrokers, are to become partners on April 12.

\* Dr. Brian Smith, chairman of ICI Fibres has been elected president of the BRITISH TEXTILE CONFEDERATION in succession to Mr. Alan Clough, who has retired after three years in office.

Mr. Ian MacArthur, former Scottish Tory Whip and MP for Perth and East Perthshire, has taken up his duties as director of the Confederation, to which he was appointed in January.

\* Mr. T. C. Hetherington, deputy Treasury Solicitor since 1973, has been appointed to be DIRECTOR OF PUBLIC PROSECUTIONS in succession to Sir Norman Skelhorn, who is retiring. The appointment takes effect on May 16.

\* Mr. M. C. Thomas has been appointed chairman and chief executive of Tarmac Roadstone Holdings and chairman of the Academy Sporting Goods, has been appointed to the main Board of GREENFIELD MILLETTS.

Fleming Holdings, the parent concern. At Robert Fleming Investment Management Mr. R. J. Hall and Mr. M. G. McEwan become directors and Mr. D. S. P. McEwan and Mr. H. H. Sholzman, managers. Mr. D. K. Thomas has resigned from the Board on taking up a position with Robert Fleming Inc. in New York.

\* Mr. Keith Wallis has taken over as chairman of CAPITAL AND COUNTRIES PROPERTY COMPANY following the retirement of Sir Richard Thompson from the Board.

\* Mr. S. V. Webber has been elected chairman of ABEL MORNALL in place of Mr. B. G. Lewis, who has retired from the Board. Mr. R. W. Oakley has also retired from the Board.

\* Mr. S. J. S. Eley has been appointed chairman and Mr. F. B. Mortimer, managing director with special responsibility for investment advice and portfolio management.

\* Mr. Bryan W. Baker has been made chairman and chief executive of Tarmac Roadstone Holdings and chairman of the Academy Sporting Goods, has been appointed to the main Board of GREENFIELD MILLETTS.

\* Mr. Jack D. Frame has been appointed chairman of FRAMES TOURS. Mr. J. Wallace Frame has retired as chairman but remains on the Board and has become the first president of the company.

\* Mr. Gordon Fielding has been appointed a director of Reliance Mercury and Mr. George Dewhurst and Mr. C. R. Page, Mr. R. F. S. Ridge, and Mr. C. C. Street become directors of Higher Speed Metals. Both companies are subsidiaries of MARSHALLS (HALIFAX) LTD.

\* Mr. M. C. Thomas has been appointed chairman and chief executive of BEECHWOOD CONSTRUCTION (HOLDINGS), Mr.

Mr. Pierre S. Brull has joined U.S. TRUST LONDON from the U.S. as deputy managing director with special responsibility for investment advice and portfolio management.

\* Mr. G. Grainger and Son, Light Engineering and Special Industries, Mr. V. H. G. Knight, Beechwood Construction; Mr. I. C. R. Downing, Port Talbot Electrical; and Mr. K. B. Ferguson, M. Mullins, G. Lines and Sons and La Grand (Well-Drilling and Engineering).

\* Mr. S. V. Webber has been elected chairman of ABEL MORNALL in place of Mr. B. G. Lewis, who has retired from the Board. Mr. R. W. Oakley has also retired from the Board.

\* Mr. Bryan W. Baker has been made chairman and chief executive of Tarmac Roadstone Holdings and chairman of the Academy Sporting Goods, has been appointed to the main Board of GREENFIELD MILLETTS.

\* Mr. Jack D. Frame has been appointed chairman of FRAMES TOURS. Mr. J. Wallace Frame has retired as chairman but remains on the Board and has become the first president of the company.

\* Mr. Gordon Fielding has been appointed a director of Reliance Mercury and Mr. George Dewhurst and Mr. C. R. Page, Mr. R. F. S. Ridge, and Mr. C. C. Street become directors of Higher Speed Metals. Both companies are subsidiaries of MARSHALLS (HALIFAX) LTD.

\* Mr. M. C. Thomas has been appointed chairman and chief executive of BEECHWOOD CONSTRUCTION (HOLDINGS), Mr.

## LABOUR NEWS

### Construction union heads to see Callaghan to-day

BY CHRISTIAN TYLER, LABOUR CORRESPONDENT

CONSTRUCTION union leaders in inner cities is seen by both unions as a drop in the bucket. The TUC had asked the Chancellor to resore the £200m cut in housebuilding for 1978-79 to prevent the industry's unemployment rising still further. About 220,000 building workers are unemployed.

The delegation will consist of the trade union sides of the national employer-union Board for both building and civil engineering. It will include Mr. George Smith, general secretary of the Union of Construction, Allied Trades and Technicians, Mr. Jack Jones of the Transport and General Workers Union and Mr. George Henderson, the TGWU's national building secretary.

Civil engineering was particularly hard hit.

The unions might ask that schemes like the national water grid announced during last year's drought be brought forward.

Mr. Henderson said yesterday the meeting, which was planned well before the Budget, was not a bargaining encounter. But Mr. Callaghan would be told that present policies were in danger of destroying the industry.

Civil engineering was particu-

larly hard hit.

The unions might ask that schemes like the national water grid announced during last year's drought be brought forward.

Mr. Henderson said yesterday:

"We will be saying some pretty harsh things about the complete lack of action by Ministers."

Members of the TGWU's national building committee will meet this morning and see sponsored MPs later in the day.

The Budget's promise of £100m for spending on housing

### Steel plant closes at Port Talbot

By Our Labour Correspondent

THE BRITISH Steel Corporation yesterday completed the shutdown of its biggest plant, at Port Talbot, South Wales, because of a strike by 500 electricians over pay differentials.

The electricians have decided not to call another mass meeting until Friday, and shop stewards say they will not seek a vote until there are specific proposals from the management.

All 6,700 production workers have now been laid off, leaving 4,900 administrative staff and 1,500 safety and maintenance men.

Less than three weeks ago, the plant was promised investment totalling £825m. The electricians, which if prolonged will have severe repercussions in the canning and motor industries, may cost £10 a day. But stocks are sufficient for several weeks, according to ESC.

Pay demand

The immediate cause of the unofficial strike is British Steel's refusal to give in to a pay demand, believed to be for £10 a week more. The electricians say an increase claimed for five men working on new technology should be extended to all the men.

But the electricians' underlying grievance is that their pay differentials over less skilled workers have been whittled away for several years.

At ESC's plant in Staveley, Derbyshire, 100 steelworkers decided to end their week-long unofficial strike and to return to work today after an appeal by fellow trade.

The men walked out of the meeting shop demanding a wage increase of up to £1 a week but officials of the TUEW warned that about 500 men would have to be laid off if the strikers did not return to work.

The men walked out of the meeting shop demanding a wage increase of up to £1 a week but officials of the TUEW warned that about 500 men would have to be laid off if the strikers did not return to work.

We needed better training in the colleges, more staff in the primary school, more books, material and equipment.

"If all that comes out in any Green Paper is an elaborate network for monitoring tests, one can actually see a setback within the schools, as in the case of the 11-plus, but it will be spent on more testing."

AS Mrs. Shirley Williams, Education Secretary, begins the next round of talks in the education debate, a teachers leader yesterday described the whole exercise as a "smokescreen" to hide the effect of drastic cuts in educational



# Henry Boot

Great people to build with  
Henry Boot Construction Limited,  
Dronfield, Sheffield S18 6XR  
Also at Birmingham,  
Bristol, Glasgow, Manchester, London

# FT SHARE INFORMATION SERVICE

## CANADIANS

### BUILDING INDUSTRY—Continued

Dividends Paid	Stock	£	Last	Div.	Ctr.	F.M.	Div.	Stock	Price	Last	Net	Ctr.	F.M.	Div.	Stock	Price	Last	Net	Ctr.	F.M.	Div.	Stock	Price	Last	Net	Ctr.	F.M.			
Mr. S.J.D.	Mac's Montreal	11	11.5	5.00	1.00	—	—	5.3	Nov. June	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
F.M. & Co.	Mac's Sons N.	135	12.5	5.00	1.00	—	—	6.5	Nov. June	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Canada	57	17.0	5.00	1.00	—	—	6.5	Nov. Aug.	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.S.D.	Mac's Bow Valley	50	17.0	5.00	1.00	—	—	6.5	Nov. Oct.	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. S.J.D.	Mac's Garscan	9150	41.0	10.00	2.00	—	—	6.5	Nov. July	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
F.M. & Co.	Mac's Garscan	9150	41.0	10.00	2.00	—	—	6.5	Nov. July	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Pacific	100	12.0	5.00	1.00	—	—	6.5	Nov. July	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Oil Can	70	12.0	5.00	1.00	—	—	6.5	Nov. July	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Holdings	24	25.0	5.00	1.00	—	—	6.5	Nov. April	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Imperial	26	25.0	5.00	1.00	—	—	6.5	Nov. April	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Imperial	26	25.0	5.00	1.00	—	—	6.5	Nov. April	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Imperial	26	25.0	5.00	1.00	—	—	6.5	Nov. April	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Imperial	26	25.0	5.00	1.00	—	—	6.5	Nov. April	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Imperial	26	25.0	5.00	1.00	—	—	6.5	Nov. April	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Imperial	26	25.0	5.00	1.00	—	—	6.5	Nov. April	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Imperial	26	25.0	5.00	1.00	—	—	6.5	Nov. April	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Imperial	26	25.0	5.00	1.00	—	—	6.5	Nov. April	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Imperial	26	25.0	5.00	1.00	—	—	6.5	Nov. April	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Imperial	26	25.0	5.00	1.00	—	—	6.5	Nov. April	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Imperial	26	25.0	5.00	1.00	—	—	6.5	Nov. April	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Imperial	26	25.0	5.00	1.00	—	—	6.5	Nov. April	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Imperial	26	25.0	5.00	1.00	—	—	6.5	Nov. April	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Imperial	26	25.0	5.00	1.00	—	—	6.5	Nov. April	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Imperial	26	25.0	5.00	1.00	—	—	6.5	Nov. April	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Imperial	26	25.0	5.00	1.00	—	—	6.5	Nov. April	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O.J.	Mac's Imperial	26	25.0	5.00	1.00	—	—	6.5	Nov. April	1.40	1.42	8.4	2.0	4.3	Dec. Nov. Wades' A	20	21.0	1.42	2.0	1.00	5.2	2.0	1.00	2.0	1.00	2.0	1.00	2.0	1.00	2.0
Mr. J.O																														



